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International Commerce

November 1, 1965

Japan's consumers are changing tastes

International Trade Winds

TIRES—A $10 million tire manufacturing plant will be built in Melbourne by the Australian subsidiary of the Goodyear International Corp. The plant, Goodyear's second in Australia, will begin production late in 1966 and will have an initial capacity of 2,000 passenger tires a day.

SURGICAL INSTRUMENTS—A new company, HAS (Hall Air Surgery), has been formed in Basel, Switzerland for European distribution of three HAS instruments, the Surgairtome, the Neuràirtome and the Orthairtome. Shipments from the U.S. are made by Air Instruments Inc. and R. M. Hall Corp. of Pittsburgh, Pa.

TOILET PREPARATIONS—The International Division of Plough, Inc., announces the formation of two new joint venture corporations, one for the introduction of Coppertone and Solarcaine into the Republic of South Africa, and another for the expansion of Plough's existing business in Mexico. Plough has two other corporate ventures in New Zealand and Australia.

REFRIGERATION EQUIPMENT—Hussmann Refrigerator Co. of St. Louis, Mo., announces the appointment of SUMAK of Stuttgart as the licensee for Hussmann products in West Germany.

TRANSPORTATION EQUIPMENT—The Heil Co., Milwaukee, Wis., producers of transportation and processing equipment for liquid and dry bulk materials, has concluded an agency agreement with Telehoist, Ltd., of England. Under the agreement Telehoist will also manufacture Load Lugger and associated equipment under license.

SUSPENSION SPRINGS—Eaton Mfg. Co., Cleveland, Ohio, has increased its equity interest from a minority to a majority position in Compania Metalurgica, Argentina's leading manufacturer of leaf and coil suspension springs for the automotive industry.

JET PLANES—Air France will purchase 3 Boeing 707-320B Intercontinental jet planes at a cost of $19.5 million in 1966, under the plan of its long-term investment budget. Air France received delivery of 2 Boeing 707-320B jets in 1964 and a 707-320C all-cargo jet in August 1965.

Business Bulletins

from around the world

AUSTRALIA—Plans announced for building State of Western Australia's largest medical center. Total cost expected to be more than $26 million. Work on 10-year project, to be built in Perth suburb of Hollywood, will start in 1966. Project will begin with extensions to Sir Charles Gardiner Hospital where number of beds will be increased from 200 to more than 700. Other developments at center include construction of public health laboratories and training school for nurses.

BRAZIL—In effort to provide for development of food industry, Government reduces import duties up to 50% on all food processing equipment. Tax, exchange and credit benefits also to be granted to food industry under specific individual agreements with Government.

GHANA—First meat canning factory begins operation with trial run of 500 cans of corned beef. The $1.9 million plant will go into full scale production early in 1966.

MALAYSIA—World Bank approves $45 million loan toward $68 million irrigation project in northern Malaya. Project is largest of its kind undertaken here, and is expected to provide for double-cropping on 230,000 acres of rice land in northwestern coastal plains. Government has stated that project would increase Malaysia's rice production 35-40%, eventually making country self-sufficient in rice.

NETHERLANDS—Total January-August imports amounted to $4,754 million, 2% increase compared with like period 1964.

NIGERIA—Subsidiary of Pfizer International, Livestocks Feeds, Ltd., opens new mill in Kaduna. Equipped for two-shift capacity of 50 tons of livestock and poultry feeds a day, mill will use local raw materials.

Goss "Suburban" Press made by Goss Co. of Chicago to be used by first daily newspaper in Northern Nigeria. New paper will have initial circulation of 20-25,000.

PORTUGAL—Plans for mammoth tourist development in Algarve recently made public. Although project has been anticipated for almost two years, its size and scope compare to building of small modern city. Development to be undertaken by firm of Lusotur, formed by Banco Portugues do Atlantico, country's largest bank, and Great Lakes Properties, Inc., associate of Great Lakes Carbon Corp. Development will cover 3,862 acres and will be located about 10 miles from new Faro airport. It is expected that project will accomodate 55,000 persons of whom 15,000 will be permanent residents.

TUNISIA—$7 million, 250-room Tunis-Hilton officially inaugurated. Provided with three restaurants, conference rooms and sizeable ballroom, hotel expands facilities available for business and international conferences.

UNITED KINGDOM—Imperial Chemical Industries (ICI) plans to build what was termed as "world's biggest single-steam ethylene unit yet announced." Plant, which will be built at Wilton, Yorkshire and have capacity of 450,000 tons of ethylene, is one of major projects which will assist ICI to double output of plastics by 1970.

Recent reports indicate that British firms exhibiting in International Chemical Exhibition recently held in Moscow have received orders totaling more than $11 million.

Atomic Energy Authority stages exhibition at recent British Week in Milan, Italy in order to promote sales of British nuclear power designs and radio isotopes. Exhibit built around Advanced Gas-cooled Reactor. Similar promotion recently held in Japan.

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the cover

Japan's consumer tastes are changing rapidly, and the individual Japanese has more money in his pocket to satisfy these tastes. Preference for western-style goods brightens the chances for U.S. exporters to share in satisfying the consumer appetites of this wealthy market. Though Japan's economic growth has slowed somewhat, it still remains among the world's highest, and consumer buying habits have not been affected. Articles on pages 2 through 5 of this issue evaluate different aspects of the Japanese economy today.

International Commerce

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JAPAN

The consuming society

Rising incomes, westernized tastes broaden Japanese market for U.S. goods

By NORMAN D. GLICK

Far Eastern Division, BIC

Continued economic growth and rising levels of income have created a broad-based consumer market in Japan which, combined with the westernization of taste, offers a bright potential for increasing American exports of consumer products.

The recent slowdown in the Japanese growth rate has not had any significant impact on consumer buying habits.

U.S.-made goods enjoy a good reputation in Japan, which often compensates for the price difference between them and competing products. Further, an increase in production costs of Japanese-made products has narrowed the price differential between U.S. and domestic products.

As Market Development Officer for the U.S. Exhibit of leisure goods equipment at this year's 6th Tokyo International Trade Fair, this writer had the opportunity to visit a number of Japanese department stores and spoke with a variety of trading company executives.

These businessmen were unanimous in saying that when the Japanese consumer thinks about quality consumer goods, he thinks about American products. Displays of American air conditioners, men's and women's clothes and toilet preparations, sporting goods, toys, photographic equipment, luggage, and processed foods are common in Japanese department stores.

Although they represent less than 1% of the retail outlets in Japan, last year department stores were responsible for $2,573 million worth of sales, which accounted for 10.4% of total Japanese retail sales.

In many cases, domestic producers are able to satisfy the existing demand for particular consumer goods. This, however, does not exclude U.S.-made goods from competing in the existing market or from capturing a fair share of the expanding market.

The existence of a growing consumer market, even if fed by Japanese producers, presents American products with new opportunities.

Japanese consumers who own inexpensive domestically-manufactured consumer durables will eventually be in the market for more advanced products as incomes rise and they get accustomed to using more household conveniences. It has been demonstrated that the use of certain consumer durables leads to an expanding desire for other consumer goods, and increasing consumer income makes these purchases possible.

TO MARKET, TO MARKET, trucks loaded with consumer goods roll along the Tokyo-Kobe Expressway.

Imports of U.S. room air conditioners, for example, increased from $630,000 in 1961 to over $2 million in 1964.

Where U.S. goods don't have a strong position vis-a-vis basic domestic products, American goods might be highly competitive in complementary items.

For example, Japan is a leading producer of cameras, photographic equipment, phonographs, and tape recorders. Yet in 1964 (with comparable figures for 1961 shown in parentheses), U.S. exporters found a market in that country for $844,000 ($4,000) worth of hand-held still cameras; $1.6 million ($203,000) worth of photographic processing and finishing equipment; $4.1 million ($1.3 million) of unexposed 8mm. movie and still camera film; $1 million ($654,000) of tape recorders; and, phonograph records valued at $679,000 ($250,000).

Rising incomes

The Japanese standard of living has risen steadily, with the country's per capita Gross National Product (estimated at $714 in 1964) approaching that of Italy. A Government sampling of representative urban households in 1963 showed 15.3% with a yearly income of $2,800 or more and 44.7% with a yearly income of between $1,400 and $2,800.

The traditional employer practice of paying a bonus in the spring and winter which now averages about two months pay each period acts as a form of savings which enables working class families to purchase consumer durables. The bonus often is used for a down payment on the more expensive consumer products.

Credit buying is increasing in popularity, with some 47% of urban households using the installment plan. About half of all consumer durables are purchased on credit.

An increasing number of workers are now able to afford consumer goods which were once the luxuries of the few. Workers also enjoy more leisure time in which to spend their increasing income. Japan imported $20 million ($12 million from the U.S.) worth of leisure goods and equipment in 1963, an increase of 44% over 1962.

Western-style clothing has become in-

creasingly popular with the Japanese. Young men and women are quite style conscious, with American and European fashion magazines becoming increasingly popular in Japan. The traditional kimono has been, in many cases, relegated to the role of formal wear for special occasions. The average Japanese man owns five suits and five to six pairs of trousers, while the average Japanese woman owns five dresses and six skirts. An office worker buys a new suit and a pair of trousers every other year, while 41% of the women bought dresses, 43% bought skirts, and 32% bought kimonos during 1964.

The high cost of ready-made clothes has limited the growth of this market in Japan. Rising labor costs, however, have made mass-produced, ready-made clothes more competitive with tailor-made clothes. The ratio of tailor-made to ready-made men's suits, for example, was 4:6 in 1963 compared with a ratio of about 6:4 in 1957. Approximately 70% of men's suits are now ready-made, compared to less than 20% for women's dresses.

The Japanese working girl has become an important market for consumer goods. There is a saying among Japanese businessmen that, "If you want to make big money, have working girls as your customers." A recent survey indicated that an unmarried sales girl working in a department store and earning about $70 a month spends approximately $22 for clothes, cosmetics, and accessories, and approximately $17 on consumer durables. There are 8.8 million women in the non-agricultural labor force.

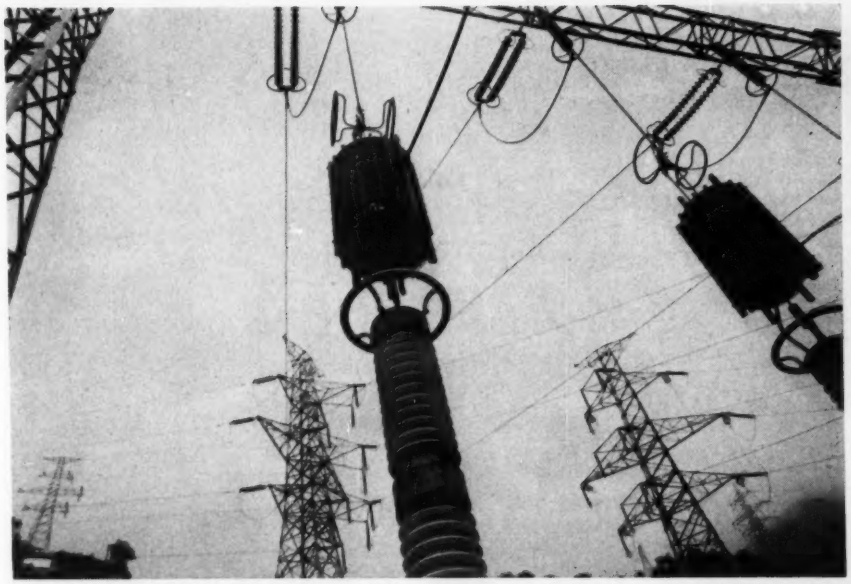
The labor shortage has resulted in an increasing number of women remaining in the labor force after marriage. There is, therefore, a definite and growing market for women's ready-made outer garments which would retail in the $10 to $35 price range.

U.S. clothing sales

U.S. exports of clothing to Japan increased from $68,000 in 1959 to $1.3 million in 1962, $2.6 million in 1963, and $1.4 million in 1964. Last year's drop was largely due to a decrease in exports of outer garments of wool, cotton, and leather, and women's undergarments and stockings.

The Japanese recession and greater reliance on licensing arrangements by U.S. manufacturers also contributed to the decline in exports. However, U.S.-made sportswear as well as women's fashion items, including hosiery, have sold well among Japanese consumers.

Purchases of U.S.-made cosmetics have also grown. Perfume and cosmetic exports to Japan totaled $1 million in 1964, compared with $660,000 in 1962. Some significant cosmetic items remain on the negative list, which establishes import quotas for specific items. Exports of these items are expected to increase as more and more of these products are liberalized.



JAPANESE DEMAND for power and light has skyrocketed, as consumers buy more and more electrical appliances. This is a section of the power distribution yard at the new Sho River Dam at Miboro.

Market for sporting goods

The increase in income and a shorter work week have resulted in a leisure boom and a growing demand for sporting goods and equipment. The growth of recreational facilities and imports of sporting goods have shown a remarkable increase in the past few years.

American products, benefitting from a reputation for high quality standards, are riding the crest. American-made sporting goods are prominently displayed in department stores.

The U.S. exported $7.5 million worth of sporting goods in 1964, compared with $2.8 million in 1961.

There were more than 109 golf courses, visited by 1.9 million people, in 1957; in 1962, 7.4 million people played at 298 golf courses. The bowling population increases at an average annual rate of 20 to 30%. There are over a half million people playing in some 100 bowling centers.

The Department of Commerce, recognizing the potential market for American-made sporting goods, featured them in a 1964 show at the Tokyo Trade Center in 1964 and at the 6th Tokyo International Trade Fair in 1965. The Trade Center show booked $962,000 worth of sporting goods sales during the 19 days it was open, with exhibitors estimating potential sales for the 12 following months at $8.4 million.

The U.S. Exhibit at the 6th Tokyo International Trade Fair this year booked $239,000 worth of sales during the Fair, with potential sales of $3 million for the following 12 months. In addition, 46 new agency agreements and distributorships were established.

The U.S. Exhibit included golf and bowling equipment, skin diving equipment, sporting firearms, outboard motors, photographic equipment, hi-fi equipment, musical instruments, toys, barbecue items and related foods and equipment.

Marketing factors

However, there are, certain factors to consider in serving the Japanese consumer market. The lack of space in the average household for example, affects the market demand for certain consumer goods. Refrigerators, washing machines and dryers tend to be smaller than those found in American home. Household current is 100 volts, 50 cycles in northern Japan, including the Tokyo area, and 100 volts, 60 cycles in central and western Japan, including the Osaka area. Electrical products where the use of 60 cycles is critical, such as tape recorders, must provide means to accommodate 50 cycle current in certain areas.

Japan uses the metric system, so American made consumer products designed for sale in the Japanese market should be marked with the equivalent Japanese sizes. The average Japanese consumer is smaller than his American counterpart, so things like women's dress

U.S.-MADE heavy equipment trundles along a Hokkaido road, where Japan's agricultural land development agency recently converted over 27,000 acres of former volcanic wastelands into dairy farms.

sizes of 12 or above don't sell well in Japan.

The practice of stating a suggested retail price on pre-packaged goods somewhat limits the sales of American products. The difference between the suggested retail price and the price the Japanese retailer charges is affected by import duty and additional middleman costs.

The difference in the suggested retail price and the price marked by the retailer, which the consumer can readily detect by a simple conversion from dollars to yen, places the retailer in an embarrassing position which he can avoid by not stocking pre-packaged merchandise listing a suggested retail price.

European manufacturers have been taking an increasingly larger share of the growing Japanese consumer market because they are willing to consider the specific requirements of that particular market.

Another important factor is the ability of Japanese industry to produce consumer goods. It is common to find imitations of a foreign product once it has proven itself in the market. However, this does not preclude sales of the imported product as long as the import maintains its competitive position through good design and high quality standards.

Many American firms which entered the market through exports have successfully met the challenge of domestic imitations by concluding licensing agreements. The granting of a license and inspection of a few samples, however, does not automatically guarantee that the licensee will continue to maintain the prescribed quality standards.

It is important that the licensor conduct periodic checks to ascertain whether the licensee is maintaining the same quality standards as its American counterpart. Inferior made goods carrying a known trade mark reflect on the trade mark, and failure to police the quality of the merchandise produced may adversely affect the market for that product.

Japan Trade Center opens bigger office in Chicago

The Midwestern United States is regarded as the most desirable area for improving Japan-U.S. trade relations and, hopefully, imports by Illinois next year will equal exports in Japanese trade.

This is the opinion of Eeichi Iimura, executive director of the Japan Trade Center, which earlier this month opened a new office in Chicago.

Iimura said the move to larger facilities in Chicago and the addition of three full-time trade representatives to its staff was necessary to handle an anticipated increase of at least 50% in trade between Japan and the Midwest by 1970.

The Trade Center official said Japanese purchases last year provided Illinois with an estimated 11,200 jobs in agriculture and industry, up 9,750 from 1963.

Japan's farmers in gear

Imports of farm machinery concentrated in wheel-type tractors and harvesters

By HIROMI USHIJIMA
Commercial Assistant, U.S. Embassy, Tokyo

Mechanization of Japanese agriculture has progressed rapidly in the last decade, and U.S. producers are increasing their share of the Japanese import harvest.

There are now an estimated 2.2 million small power cultivators and 2.5 million small power threshers in operation.

The next major step in mechanization is expected to be a marked increase in the use of larger wheel type tractors of 20 horsepower and above. Other promising areas for the near future include power mowers and reapers.

The Japanese farm machinery industry's rapid growth during the last decade has paralleled the mechanization of agriculture. The value of total production has virtually tripled, with the greatest increase in cultivating machines such as power tillers and hand tractors. Production of power tillers and hand tractors was 38,400 units when the Agricultural Mechanization Promotion Law was enacted in 1955; output increased nearly 12 times to 441,000 units in 1964. There are iabout 300 manufacturers of farm machinery and implements, but 14 major manufacturers control approximately 90% of the country's total business in this field.

Japan's imports of farm machinery and implements are concentrated mainly on wheel-type tractors and certain types of harvesting machines. As shown in the accompanying table, 18.4% of Japan's total imports of farm machinery and implements in 1964 were from the United States. Other major sources of supply were the U.K. (44%) and West Germany (21%).

The import of farm machinery and implements usually is handled by exclu-

sive import agents appointed by the foreign manufacturers. The imported items are then sold to farmers' unions, individual farmers or government institutions through the agent's own distribution network or, if none exists, through jobbers. Leading manufacturers of domestically produced equipment are aggressively expanding their marketing organizations by establishing more sales subsidiaries throughout the country, and are absorbing many independent distributors.

There are no restrictions on the importation of farm machinery and implements.

However, the Japanese Ministry of Agriculture and Forestry has issued a regulation requiring testing of farm machinery and implements, in order to promote the improvement and popularization of farm machinery. The regulation provides for the testing of farm machinery and implements purchased by the government or within the framework of the government's subsidy program.

Farm machinery and implements purchased on a private basis or outside the framework of the subsidy program need not undergo testing and evaluation. This testing system applies to both domestic and foreign manufactured farm machinery and implements.

Increased selling and licensing opportunities are predicted for machines and implements incorporating the most advanced technology and design, which are also suitable for the average Japanese farmer who has only one hectare of land to farm.

Several American and European tractor companies have entered joint ventures with Japanese companies to manufacture both wheel- and tracklesstype tractors, and there appear to be other opportunities in related lines.

Rising labor costs, business debt and archaic distribution system bring industrial headaches to Japan

U.S. commercial expert says Japan of 50's is no more; with progress has come need for agonizing reappraisal; however, consumer demand for U.S. goods remains strong

Basic undercapitalization, life tenure of employees and an archaic distribution system are some of the current problems bringing recession in Japan, says Carney G. Laslie, Jr.

Addressing the New York Board of Trade, Laslie summed up the observations of his 2-year tour as Commercial Counselor at the U.S. Embassy in Tokyo.

"Corporations with 80% debt and 20% equity offer tremendous profits when operated at capacity, but are hard to keep in the black when one is operating at 70% or less of capacity," he said. "This undercapitalization of the entire industrial and distribution structure is leading to the general melancholia of Japan's business community."

Tenure problem

He then mentioned the effect of the traditional life tenure of the Japanese employee. "Even when new automated machinery is installed, which eliminates the necessity for a Japanese employee, companies traditionally keep this man on the payroll and find work for him to do," he explains. "With rising labor costs and a continuing overburden of debt, the profits are disappearing."

Laslie says a large proportion of Japan's bankruptcies are caused by the so-called turnback right. The turnback is an agreement allowing a large proportion of merchandise on consignment to retailers to be returned to wholesalers and then to manufacturers if it is not sold. The agreement is an important reason for the overcrowded, underdefined distribution pattern which is acting as a drag on the Japanese industrial system.

Remedial steps

Several steps are being taken to reverse Japan's downward economic trend. Interest rates have been reduced. Agreements to reduce production are being undertaken in some industries. A rationalization of industry is occurring in others. Management expenses have been drastically reduced.

Laslie says the greatest effect on American business will be more Japanese competition in third-country markets around the world.

"Second, we can expect a temporary slackening in sales of capital equipment to Japan unless our sales effort is increased."

Continued markets for American products will exist in Japan, Laslie points out. "A high level of sales of foodstuffs and raw material to Japan is expected to continue. And the consumer market continues to grow with its hunger for American merchandise.

"Japan of today is an industrialized, relatively affluent society," Laslie summarized. "No longer is her product a shoddy imitation. No longer is she a cheap-labor country. Japan of occupation days and of the early 50's is no more. The nature of the market will change; and some in the market will be hurt, while others will benefit. But this is the inevitable progress of industrialized nations."

Japanese Imports of Farm Machinery and Implements

($ thousand)

Product	1963 U.S.	1963 % of Total	1964 U.S.	1964 % of Total	Jan-July, 1965 U.S.	Jan-July, 1965 % of Total
Wheel type tractors	77.7	1.5	125.6	2.5	332.4	8.5
Harvesting and threshing machinery	422.1	31.3	686.8	39.7	384.6	29.8
Machinery for soil preparation or cultivation	74.2	12.7	102.0	12.8	130.2	23.7
Other farm machinery and implements and parts thereof	574.0	38.3	780.3	50.8	505.8	56.2
TOTAL	**792.6**	**9.9**	**1,694.7**	**18.4**	**1,353.0**	**20.3**

Source: Japanese Ministry of Finance

Exports by U.S. fisheries reach record, new data show

By J. M. SHEA
Bureau of Commercial Fisheries

Significant increases in overseas sales of several major fishery products helped produce a record high of over $64 million in 1964 exports of U.S. fishery products, according to figures just compiled by the Bureau of Commercial Fisheries.

This was a 13% increase over the value of such exports in previous years. Canned salmon exports were up 80% over the previous year and replaced fish oil as the most important foreign exchange earner. Exports of fresh and frozen salmon more than doubled; canned mackeral exports were up 67% and shucked oysters up 58%.

While U.S. produced fishery products are marketed in more than 100 countries throughout the world, the United Kingdom, Canada, and Japan are the destinations for over half of U.S. exports of fishery products.

In 1964 eleven countries each received U.S. fishery exports valued at more than one million dollars. Together, these eleven account for 87% of total U.S. exports of fishery products. The eleven countries listed in order of purchases are: United Kingdom, Canada, Japan, Sweden, Netherlands, West Germany, France, Switzerland, Belgium, Norway, Philippines, Italy, Hong Kong, Greece, Australia, Mexico, Venezuela, and Ecuador.

Europe remained the principal destination of fishery products, taking 59% of total exports. The countries of the European Free Trade Association (EFTA) bought fishery products valued at $24,956,000 or 39% of the total. Products valued at $13,008,000 or 20% of the total went to North America. Exports to Asian countries ranked third.

Building up old and new markets for further sales of U.S. fishery products has been a cooperative venture on the part of government and industry.

Part of the credit for the record year of fish sales goes to trade associations such as the National Canners Association. NCA received an "E" for export award in March of this year for "augmenting government efforts to lower foreign trade barriers and supporting government export programs of primary interest to the canning industry." The Association's 600 members process 75-85% of total U.S. canned foods including all canned fish products.

To augment existing sources of fishery intelligence and markets, a program of fishery attaches was established. Fishery attaches are located in Tokyo, Mexico City, Copenhagen and Abidjan.

The Bureau of Commercial Fisheries has a program for assisting the domestic fishing industry in developing further outlets and expanding foreign markets. The Bureau, in cooperation with the Department of Agriculture, sponsors exhibits for display, demonstration and sampling of processed U.S. fishery products.

The first of these International Food Fairs in which fishery products were exhibited was held in Cologne, West Germany in early October. U.S. fisheries exporters are currently introducing their products in a Brussels fair October 30 to November 14. Participation in further overseas events is under consideration.

What you should know

The newest edition (September 1965) of the Commerce Department's booklet on *What You Should Know About Exporting* is now available to U.S. businessmen. The 38-page handbook can be ordered for 20 cents from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

GILL-NET BOAT with a load of red salmon. Salmon is the big fish among foreign exchange earners.

President takes final steps in U.S.-Canada auto accord

President Johnson signed implementing legislation on Oct. 22 according duty-free treatment to certain automotive products from Canada. The President said that signature of the Automotive Products Trade Act of 1965 "ended a controversy that threatened to endanger our automotive trade with Canada, a trade that last year ran over one-half billion dollars in our favor."

The proclamation becomes effective on Dec. 21, 1965 and will then be retroactive on all products to last Jan. 18. It removes U.S. duties on automotive products covered by the trade agrement signed by the President and Canadian Prime Minister Lester B. Pearson early this year.

The Canadian Government already has revoked a plan for the remission of tariffs that had troubled many U.S. manufacturers.

Canada also removed its duties of 17½% on automobiles and up to 25% on parts imported from the U.S.

In signing the bill that authorized his act, the President expressed confidence that both countries would benefit from the expanded trade. "During the first half of this year our trade both ways with Canada in automobiles, trucks, buses and automotive parts rose nearly $120 million—up more than 30% over last year's trade for the same period. Of this amount $81 million was from increased sales of parts and vehicles by the United States to Canada," the President said.

During this same period he added, total employment in the automotive industry in the United States increased by more than 45,000 workers.

The President predicted that the legislation would open the way "to a new era of even closer economic and commercial relations with our greatest trading partner, Canada."

BIG HAND is given Henry Cook as he receives REEC membership certificate from E. E. Schnellbacher (r.) at Old Point Comfort. R. S. Gillis, Jr., is at left.

AT 17th VIRGINIA CONFERENCE

Traders box the compass

Leaders from three continents hold spirited, frank discussions of thorny problems

By STANLEY LICHTENSTEIN
Staff Writer

OLD POINT COMFORT, Va.—By conventional reckoning, this spot—past which the *Susan Constant*, the *Godspeed* and the *Discovery* sailed 358 years ago on their way to Jamestown—is a few miles north of Norfolk, an ocean west of London, Paris, Rome and Berlin, a hemisphere west of Tokyo and a continent north of Rio de Janeiro.

But the reckonings of speakers and delegates to the 17th Annual Virginia World Trade Conference, held at Old Point Comfort October 21-22, were not entirely conventional and the complexities of international commerce were viewed from a variety of perspectives.

Among concepts which need to be reexamined, according to Jiro Tokuyama, deputy executive director of the Japan Trade Center, New York City, is the assumption that Japan and her neighbors constitute the "Far East."

Misnomer?

"This term," said Tokuyama at the opening panel session on exports, "is a misnomer, particularly from the American point of view. I have seldom seen a map of the world in this country where Japan is shown to the east of the United States. On the contrary, Japan is located to the extreme west of the United States on most of these maps. How confusing geography must be to American students!

"But then, you are not alone in your confusion, since in Japan the United States is the Far East. Of course, the term, 'Far East,' comes from the days of colonial Europe when world activities centered in Europe. Hence Europe, not the United States, was placed in the center of the map."

When the dust settled, no one notion of geographic centrality had prevailed at this panel discussion of exports, for Tokuyama shared the speakers' platform with vigorous exponents of European-community and developing-Latin-America ideologies. What the discussion did suggest, above all, was that the earth is indeed spherical and shrinking in size, but with unlimited horizons for trade expansion among all its regions—provided that certain nagging problems yield to reasonable solutions.

Issues

The panelists—Dr. Gianfranco Speranza, deputy director of the European Economic Community, Washington, D.C.; Oswaldo Castro Lobo, first secretary and head of the economic section, Brazilian Embassy, Washington, D.C.; and Tokuyama—touched on sensitive issues such as the economic gap between

'GADFLY' UNDERHILL exhorts Virginia businessmen.

the northern and southern hemispheres, the price of sugar and its relation to upheavals in the Dominican Republic, the need of developing nations for assured markets and remunerative prices, Europe's and Japan's unfavorable trade balances with the United States, disruption of multilateral trade patterns by "inner six," "outer seven" and similar bloc agreements, and others.

Referring to current dissension within the Common Market as a temporary phenomenon, Dr. Speranza reviewed the European community's internal tariff-lowering progress and the steady rise of its trade with the United States. As the world's biggest importer, the EEC, he noted, had increased its purchases from the United States to $5.4 billion in 1964, 93% above the 1958 level. With 180 million West Europeans more and more attracted to U.S.-style products "which make life easier," he said, the uptrend is bound to continue. In Dr. Speranza's view, the situation for U.S. exporters boils down to this:

"Of course there will be tough competition both from European producers and others, but if prosperity continues the market will be there and the rest is up to you."

The cover of the October 11 INTERNATIONAL COMMERCE, showing Old Dominion dairy cattle embarking for Italy, drew comment from Dr. Speranza, who called it particularly appropriate in the light of his country's increased interest in the United States as a supplier of feedgrains, livestock and other food needs.

First aid

As the top economist in Brazil's Washington diplomatic corps, Oswaldo Castra Lobo hammered away on the theme of "trade as first aid" during the panel discussion.

No program for world peace and stability can overlook the need to liberate developing countries from their heavy dependence on a narrow range of exports, Lobo said. He commended the International Monetary Fund and the International Bank for Reconstruction and Development for spotlighting the plight of underdeveloped countries forced to use up aid funds in payment of interest and amortization of principal on previous debts—"a situation which arises from the fact that only recently have sufficiently long-term loans come into being."

Last year, he noted, Brazil achieved a favorable trade balance for the first time since 1956, and the Government is cooperating broadly with business to expand and diversify the economy with emphasis on manufactured and semi-manufactured as well as primary products.

"You will agree with me, I am certain," he told the audience, "that it is always better to pay one's own expenses than to always depend on loans. . . ."

The United States, Lobo continued, currently buys more than one-third of Brazil's exports and in turn finds in Brazil a consumer market of enormous potential, with a population "exploding" by nearly 3 million a year and strong demand for capital goods, raw materials, manufactured goods and services. Within 10 years, he said, Brazil's imports must rise 2½ times to meet the projected economic growth rate of about 7% a year.

Developing nations, Lobo summed up, ask an equitable and remunerative—but not high—price for their goods to allow them to maintain and even increase their imports from developed countries. "While Brazil is seeking to diversify its exports," he concluded, "it expects and needs understanding and a spirit of cooperation on the part of importing countries . . . with a view to the removal of existing restrictions which may limit the penetration of our primary and manufactured and semi-manufactured products. Some of these restrictions, if not eliminated in time, may represent a serious handicap . . . to the efforts of all developing nations."

Japan 'close' to U.S.

Jiro Tokuyama of the Japan Trade Center played a gently iconoclastic role on the panel, showing scant respect not only for habitually used terms like "Far East," but also for the idea of physical distance. "This Virginia," he insisted, is very close to Japan," illustrating his point with statistics showing Japan's heavy reliance on the State and other parts of the United States for major proportions of consumer and industrial goods ranging from tobacco to coking coal.

He decried as a "myth" the popular assumption of Americans that Japan sells more to the United States than she buys from the United States. He cited the $2.5 billion U.S.-Japan cumulative trade balance—in favor of the United States—over the past 10 years, adding: "Unfortunately, again, too many people assume that Japan's sales to your country have been causing severe unemployment here. On the contrary, this two-way Japan-U.S. trade has actually helped create . . . in 1963 alone . . . between 375,000 and 425,000 jobs in American industry."

Reducing the cultural differences between the two countries to capsule form,

Tokuyama stated that footnotes to Japanese term papers appear at the top of the page, Japanese written material is read up and down and not from left to right, and "when dressing for a formal occasion, our ladies put more clothes on, while Western ladies take more off!"

In spite of such differences, he contended, "people are people anywhere—they have the same basic human drives for love, power, money, security or sex." The panelist put his finger on a recent, possibly Western-inspired, revolution in Japanese culture which may be of great significance to American exporters. Until 20 or 30 years ago, Tokuyama observed, the male head of the house in Japan was listed along with earthquake, thunder and fire as among the most frightful things under the sun. "Today, however," he said, "you may be interested to know that 80% of young Japanese husbands in urban communities give their pay envelopes—containing a full month's wages in cash—untouched to their wives."

Tasks for Geneva

At the opening-day luncheon, a U.S. Department of Commerce official recently returned from UNCTAD (United Nations Conference on Trade and Development) in Geneva analyzed conflicting pressures among developed and developing nations from the point of view of a day-to-day participant in world trade negotiations.

In presenting this analysis, Dr. Robert L. McNeill, Deputy Assistant Secretary for Trade Policy, said that as international efforts to lower trade barriers progress, it becomes increasingly important to demonstrate to industry and trade groups that liberalization is needed if overseas sales are not to suffer.

He found in Geneva, he said, that what the underdeveloped countries were demanding of the United States they were also demanding of the Soviet Union, unsuccessfully. The fundamental decision faced by developed nations, Dr. McNeill suggested, is whether or not—and if so, how—to open their markets on a preferential basis to the primary products of other countries without serious disruption of their own economies.

Tariff-lowering should carry with it a sharper scrutiny of non-tariff barriers taking forms such as domestic internal taxes, sanitary regulations, curbs on international sales to government institutions, and the like, McNeill said. In both fields, he observed, the best description of current negotiations is that "we have made a beginning."

Prominent in the convention proceedings were Virginia businessmen active in the Richmond Regional Export Expansion Council, whose chairman, Charles M. Eckman, president of a small Waynesboro, Va., firm, had participated in the October 18 Washington meeting of the National Export Expansion Council (INTERNATIONAL COMMERCE, October 25, pp. 2-3).

Officiating during a luncheon presentation of certificates to new members of the Richmond REEC, Assistant Director E. E. Schnellbacher of the Bureau of International Commerce (BIC), took note of the Virginia council members' collective and individual forays into international trade. These efforts on behalf of the U.S. export program, he said, are typified by the role of Eckman's Virginia Metalcrafters in the formation last summer of the Tunisian-American Small Business Development Corp. (INTERNATIONAL COMMERCE, August 2, pp. 12-13).

Later that afternoon Eckman, presiding at a mid-convention REEC meeting, spoke enthusiastically of the spirit conveyed by Vice President Hubert H. Humphrey at the October 18 Washington meeting when—according to Eckman—he called upon NEEC to re-examine all kinds of governmental "sacred cows" if they were found to impede the export program.

With Schnellbacher of BIC and Paul Mann, international trade specialist of the U.S. Commerce Department's Richmond Field Office, sitting in on the REEC meeting at Old Point Comfort, the Virginia council members noted some gains but concentrated on plans for bigger strides forward.

Among REEC accomplishments cited were newspaper articles and television programs promoting U.S. export trade, REEC-sponsored workshops and in-office conferences, contacts with 47 firms during the year to discuss export possibilities for their lines, written dissemination of more than 400 trade leads to manufacturers plus telephone circulation of many more, and eight companies known to have entered export through the combined efforts of REEC and the Field Office.

For the future, the REEC members

AMBASSADOR TUTHILL, l., chats with Donald M. Holden, Newport News Shipbuilding & Drydock Co.

agreed to start wheels turning for financing and finding building facilities to house a proposed permanent Virginia exhibition center for exports, discussed moves to get more firms serviced by the Commerce Department's new computerized American International Traders Index, explored the possibility of having traveling REEC executives carry with them business proposals of Virginia firms, and weighed approaches to institutions of higher learning with a view to inaugurating special educational programs.

Land, sea, air

"Transportation in World Trade" was the subject of a morning workshop session on October 22—a session which generated a few sparks and considerable good-natured banter as trucking, merchant marine, rail and airline representatives and a spokesman for freight forwarders compared their services to U.S. exporters.

With E. Gail McDougle, transportation manager for the Chesapeake & Ohio Co., Huntington, W. Va., in the chair, panelists were Stuart Wooster, Pan American Airlines, Washington; Robert N. Woodall, Norfolk & Western Railway Co., Roanoke; Larry Pentecost, United States Lines Co., Norfolk; J. Harwood Cochrane, Overnite Transportation Co., Richmond, and R. R. Ballard, The Hipage Co., Inc., Norfolk.

Mergers, technological innovations and computerization are revolutionizing mod-

McNEILL OF COMMERCE, second from l., doesn't need to look at the program but concentrates on speech he is about to deliver. With him are T. P. Host, Jr., l., Capt. G. A Massenburg and R. S. Gillis, Jr., r.

ern rail transport and putting the major roads on the offensive in meeting current challenges, Woodall contended.

Pentecost, arguing for steamships as the most practical and economic carriers of bulk cargo going abroad, said new features on speedy ultra-modern ships like the Newport News-built *Pioneer Moon, American Challenge* and *American Charger* are helping to improve America's world-trade position.

Wooster spoke of an impending breakthrough in air transport, signalled by the emergence of the new C5A plane capable of carrying 250,000 lbs. of cargo, 12 trailers or 700 passengers.

Cochrane described the trucking industry as gaining faster than other transportation media while applying itself, like the others, to the solution of snarls and delays. The Hampton Roads area, he said, is only beginning to attain its potential, with an increase in port activities promising more revenues for all forms of transportation.

Climaxing talks

Luncheon and banquet addresses by Dr. R. S. Underhill, James G. Morton and Ambassador John W. Tuthill were climaxing events of the conference.

Underhill, director of the University of Richmond's Management Development Center, chose a "gadfly" role for himself, chiding the assembled businessmen—all of them already in international trade, as a show of hands indicated—for enjoying a "club" atmosphere and not recruiting enough new firms into export. He looked forward to development of comprehensive educational programs in international commerce.

Morton, public affairs special assistant to the Secretary of Commerce, spoke on world economic ties as a powerful stimulus to the achievement of lasting peace. "The forces of fundamental unity in the world are gaining strength faster than those of disunity," he maintained, citing economic integration trends on several continents.

Tuthill, U.S. representative to the European Communities in Brussels, reviewed the course of U.S.-Common Market relations over the years and gave reasons for an abiding faith in the future.

Technical mastery

In world diplomatic capitals, he said, technical mastery of such things as variable poultry levies, quantitative restrictions on coal, reference prices for grains and toxicity levels for fruit preservatives are taking precedence over traditional "striped-pants" niceties.

U.S. firm unveils latest in aircraft ground controls

Whittaker Corp. looks to new markets in key European areas

West Germany is slated to provide the first users of a radically new radar control system for civil and military aircraft developed by the Whittaker Corp. of Los Angeles and demonstrated by the firm about a week ago.

The new surveillance system is said to be the most advanced real-time automatic data link between aircraft and ground controllers available now or for several years to come. It incorporates new techniques for monopulse resolution improvement, rejection of asynchronous aircraft replies, and reporting of such data as identity and altitude of aircraft under control.

Within 200 miles

Built by Whittaker's Electronics Division of North Hollywood, Calif., the system supplements primary radar and provides positive control of commercial and military aircraft within 200 miles of a ground station. Ground-based controllers interrogate aircraft, make aircraft identification, and receive three-dimensional position information automatically without relying on voice communications.

The West German Government's Federal Office of Flight Safety (Bundesanstalt fur Flugsicherung) will install the solid-state controls at an unannounced German airport later this year.

Agreement

The new system will also be produced by Telefunken of West Germany and marketed in select European countries based on an agreement between Whittaker and Telefunken. The markets to be covered will include Austria, Belgium, Czechoslovakia, Denmark, Finland, Hungary, Luxembourg, Rumania, Poland and the International Eurocontrol Organization at Brussels.

Earlier systems are in operation by the governments of the Netherlands and Switzerland.

Sections of the new system are compatible with existing units now in operation which can be updated to the new capabilities, say Whittaker engineers.

WIDE SWINGING DOORS shown by Whittaker engineer open onto panels of decoder consoles.

A PROGRESS REPORT

The U.S. balance of payments and the business community

U.S. firms can help solve problem by bringing profits home quicker

(This is the concluding article in a 3-part series. The first two articles appeared in the issues of October 18 and 25.)

By ANDREW F. BRIMMER
Assistant Secretary of Commerce for Economic Affairs

One of the principal means recommended to corporations to improve their contributions to the balance of payments is the more rapid repatriation of income from abroad. Quite a large number of companies have reported to us that this guideline is being followed. The overall balance of payments statistics—as well as data from the companies cooperating in the voluntary program—indicate the magnitude of the acceleration.

BRIMMER

For example, income on direct investments, after seasonal adjustment, amounted to $1,148 million during the second quarter of this year.

This was an increase of about 13% from the level in the January-March period. Although income on direct investments rose during the first quarter as well, the overall pattern still strongly suggests a quickening in the pace at which income is being brought home.

Steady fall

In 1964 the heaviest inflow occurred during the first quarter, and there was a steady falling off during the remainder of the year. Undoubtedly this pattern was partially a reflection of the responses of some companies to the lower rate of income taxation which became effective early last year. While a further reduction in tax rates became effective in early 1965, its impact on the flow of income was probably registered mainly during the first quarter. Thus, it seems that some of the significant rise in the repatriation of income during the second quarter can probably be traced to the stimulus of the voluntary program.

The most rapid rates of increase have been in the transmittal of income from Western Europe. In the second quarter of 1965, income from this region was 35% above the levels in the second quarter of 1964. This compares with an increase of only 21% from all areas. During the first six months of the year, income from Western Europe was up by 31%, or double the rate of increase from all areas.

A second quarter gain of similar magnitude also occurred among the companies participating in the voluntary program. Earnings on direct investments in developed countries amounted to $675 million during the second quarter, an increase of $77 million during the April-June period. This was a rise of 13%. Moreover, these companies repatriated income somewhat faster than all American companies combined.

During the first quarter, the share of 380 companies in total income on direct investment was about 55%. During the second quarter, this ratio increased to about 60%.

Pace may slacken

While there may be a further rise in the level of income received from abroad by the corporations during the remainder of 1965, the pace may slacken somewhat. A number of companies have reported to us that they took special steps to repatriate income from developed countries in the first and second quarters, but they do not foresee the possibility of doing much more in this regard during the rest of this year.

This is by no means a forecast of a significant decrease in the repatriation of income; rather it is simply a recognition of the probability that a sizeable number of companies have already registered a fairly large proportion of the accelerated rise which can be expected for 1965.

Moreover, the repatriation of income may come under pressure from the continued high rate of direct investment. The surplus of income over direct investment outflow amounted to $1.4 billion in 1964, of which $919 million, or two-thirds, were registered in the first half of the year. During the first six months of 1965, the income surplus shrank to $168 million, or an annual rate of $336 million.

Another factor which may possibly lessen the rate of inflow of investment income during the rest of this year is the substantial rise in plant equipment expenditures abroad, as previously mentioned. While we have urged companies to finance such outlays as much as possible from foreign financial sources—and while many companies are following this suggestion—the volume of such expenditures is clearly exerting considerable pressure on the availability of the companies' resources outside the U.S.

Extraordinary efforts

To carry out these projects, some companies may well find it necessary to spend more abroad—and to repatriate less—of their foreign earnings during 1965. Of course, we still feel that companies could be of great assistance to the balance of payments by continuing to make extraordinary efforts to mobilize funds abroad rather than by financing their high priority projects with dollars or retaining earnings in their subsidiaries.

In Mid-May, Secretary Connor asked the more than 500 companies reporting to the Department of Commerce under the voluntary program to begin a systematic reduction in liquid funds held abroad in excess of normal needs. We were especially interested in the return of funds held directly for the account of the parent company, and the Secretary requested that during the course of 1965 these be reduced at least to the level outstanding at the end of 1963.

As we have reported previously, the companies have been pulling back such short-term funds with considerable vigor. For all U.S. corporations, there was a net inflow of $265 million during the first quarter of this year. In the second quarter, the inflow climbed to $310 million. Thus, over the first half of 1965, some $575 million of short-term funds have been repatriated by non-financial firms.

In 1964 as a whole, the outflow of short-term capital of non-financial cor-

porations amounted to about $588 million, so that the reversal in the January-June months is virtually equal to the full year's outflow of a year ago. This swing has obviously made a substantial contribution to the U.S. balance of payments.

Among the companies reporting in the voluntary program, the net reduction in short-term financial assets held abroad is about $499 million—about evenly distributed during the first and second quarters. The continued large inflow of such funds during the second quarter was somewhat unexpected. In many of the first-quarter reports, companies alerted us to the special effort they were making to bring these funds home quickly and indicated that this was a one-time contribution.

While we also knew some corporations were phasing out their holdings over the rest of the year, we generally expected the second quarter inflow to fall significantly short of the total for the first three months. Although the pace of the inflow will undoubtedly slacken during the remaining months, the companies may already have reached the 1963 benchmark.

These contributions, while as significant as any other type, were treated separately from the set of transactions upon which the companies were to calculate their improvement factors. Consequently, the $500 million in repatriations of short-term funds already registered is over and above the $1.3 billion calculated as the total improvement.

We expected the repatriations of short-term funds to show up early in the program. In the future, the contributions toward improving the balance of payments will have to come about through more basic changes in actual business operations as reflected in the basic transactions.

We realized from the start that many individual companies and some entire industry groups would have difficulty in expanding their balance of payments contributions this year. For example, construction companies which had large projects abroad in 1964 in several cases could not duplicate their last year's contributions. The export outlook for primary metals and for some types of fabricated metal products was not good, and it became even more bearish, especially for the steel companies, as the year progressed.

These companies alone account for about 10% of the exports reported by the participating companies, so that their difficulties were a drag on the over-all performance.

PATRIOTISM is a prime ingredient of President Johnson's program for voluntary restraint on overseas investments by U.S. firms, and for offsetting the nation's balance of payments problem by increased export efforts. Above is part of a recent "America Week" show in a large Vienna, Austria, department store.

On the other hand, the manufacturers of transportation equipment, which account for 20% of reported exports, are able to show a considerably higher than average improvement. In terms of over-all expectations, the food group, paper, and the machinery industries also show higher than average improvements. Increases in other major industry groups were generally close to the average 10% increase for the entire program.

Companies that could not improve exports would have to make extraordinarily large improvements in other transactions if they were to register large balance of payments contributions. As mentioned above, in the combined transactions for the participating companies, exports accounted for two-thirds of their reported foreign transactions in 1964.

To arrange sufficient improvement on the remaining one-third to offset poor export performance would be particularly difficult for many individual companies. But if all the companies, including those with large improvements on exports, made every effort to increase other foreign earnings and limit the outflow of funds, the over-all results may still be in the neighborhood of the improvement projected earlier.

U.S.-DESIGNED exhibit halls house the displays of American products at trade fairs around the globe. The U.S. is stepping up participation in international trade fairs, and encourages American firms to use these ready-made channels to foreign buyers.

Puerto Rico mission to promote trade in Central America

Industries group to visit seven cities, confer with businessmen

A six-man trade mission, the first to go out from Puerto Rico, arrived in Panama City last week (Oct. 24) beginning a four-week trip to promote sales of the Commonwealth's products in the Central American countries and Panama.

The mission is carrying 66 specific proposals from Puerto Rican firms for businessmen in the countries being visited. Members will hold conferences in Panama City; San Jose, Costa Rica; Managua, Nicaragua; Guatemala City, Guatemala; Tegucigalpa and San Pedro Sula, Honduras; and San Salvador, El Salvador. They expect to bring back trade and investment opportunities for Puerto Rican businessmen.

Initiated by the Hon. Jenaro Baquero, president of the Puerto Rico Regional Export Expansion Council and Secretary of the Commonwealth Department of Commerce, the mission was approved by the U.S. Department of Commerce.

Members of the group are Frank Becerra, vice president and general manager. Nebraska Consolidated Mills (animal feeds); Fernando Rovira, president, Abarca Warehouse, Inc. (flour); Augusto Durand, president, Caribe Metal, Inc., and vice president, Puerto Rico Manufacturers Association; Frank Ballester, president, Ballester Hermanos, Inc., (import-export) and vice president of the Puerto Rico Chamber of Commerce; Francisco Carvajal, president, Olympic Mills, Inc., (textiles); Hector Ledesma, vice president for international operations, Banco Popular; and Angel L. Rivera, marketing officer, Puerto Rico Department of Commerce.

Gas turbine engineering meeting set in Zurich

The 1966 meeting of The American Society of Mechanical Engineers Gas Turbine Division in Zurich, Switzerland —a "giant step forward" in the interchange of world technology—will feature speakers of international reputation in the turbine field, it was announced jointly by Z. Stanley Stys, chairman of the meeting, and Robert A. Harmon, division chairman.

This meeting, which will bring together 500 American and 500 European engineers at Zurich, March 13-17, will also be highlighted by the largest international exhibition of gas turbine equipment shown to date, with 70 exhibitors from eight countries, as well as a program of 75 technical papers and four technical symposia.

The meeting, to be held in Zurich's Congress Hall, marks the first time a division of an American professional engineering society has held its regular annual meeting abroad in cooperation with an overseas professional engineering organization. The Swiss Society of Engineers and Architects is the cooperating group for this ASME meeting.

Russian machine tool specialists visit U.S.

For 3 weeks group tours plants, returning visit of U.S. experts to USSR earlier this year

A group of 11 Russian machine-tool specialists are touring U.S. machine-tool plants under an exchange agreement worked out in cooperation with the U.S. Department of Commerce and other Government agencies.

The Russians are completing a three-week U.S. tour, returning a visit a group of U.S. machine-tool specialists made to the USSR last May. They are paying their own expenses and are visiting plants selected jointly by the U.S. Government and the U.S. machine-tool industry.

This week the group will tour the Norton Co., Worcester, Mass.; Massachusetts Institute of Technology, Boston, and New Britain Machine Co., New Britain, Conn.

Their itinerary of the past two weeks included inspection trips to the Landis Tool Co., Waynesboro, Pa.; Giddings & Lewis Machine Tool Co., Fond du Lac, Wisc.; Sundstrand Co., Rockford, Ill.; Warner & Swasey Co., Cleveland, Ohio; Excello Corp., Detroit; Ford Motor Co., Lima, Ohio; R. K. Le Blond Machine Tool Co., Cincinnati, and Gleason Works, Rochester, N.Y.

Alexander P. Vladziyevskiy, director of the USSR's Experimental Scientific Research Institute of Machine Tools, is leading the group. In addition to the Commerce Department, the Departments of State, Agriculture and Interior and the Atomic Energy Commission assisted in the exchange program. It was designed to permit the flow of technology for peaceful purposes between the two governments.

The program has been active for several years, and exchanges are renewable every two years. The current agreement expires this year, and the United States and USSR shortly will begin negotiations for a 1966-67 agreement.

Consulting engineers' first trade mission will study Africa

Council representatives to sell know-how in developing nations

Nine Americans are scheduled to gather in Africa's Ivory Coast Nov. 1 to launch a "first" for the U.S. engineering profession—an international trade mission trading in such intangibles as talent and service.

Assisted by the Commerce Department, the representatives of the Consulting Engineers Council will devote almost a month to their effort to sell U.S. engineering know-how in developing African nations.

Their kit of sales tools includes the Department's new and unique publication, "Engineers' Overseas Handbook," a comprehensive guide for U.S. engineers doing business in 105 countries around the world.

The mission, organized by the Engineers Council and sponsored by Commerce is to start with business conferences in Abidjan, Ivory Coast. In the next 25 days, the group will travel to Lagos, Nigeria; Addis Ababa, Ethiopa; Nairobi, Kenya; Entebbe and Kampala, Uganda, and Tripoli, Libya.

Mission members are J. R. Lester Boyle Engineering, Santa Ana, Calif.; Samuel J. Green, Green Engineering Co., Sewickley, Pa.; William P. Kees, Baker-Wibberley & Associates, Hagerstown, Md.; James L. Konski, Konski Engineers, Syracuse, N.Y.; Carl R. Lovett, Sverdrup and Parcel, St. Louis, Mo.; Svend H. Nielsen, Johnson & Nielsen, Riverside, Calif.; Leo W. Peleske, consulting engiener, Louisville, Ky.; Joseph S. Ward, Joseph S. Ward & Associates, Caldwell, N.J.; and Harry Woelber, consulting engineer, Salem, Ore.

Connor, Mann, three envoys to give major talks at NFTC's fifty-second annual convention

New York meeting will also hear editors, foreign correspondents, bankers, educators and executives

Secretary of Commerce John T. Connor will address the World Trade Dinner that is a highlight of the 52nd National Foreign Trade Convention at the Waldorf-Astoria Hotel in New York this month.

The theme of the convention, which opens on Nov. 15, is "Expanding Trade and Investment in an Interdependent World."

William Blackie, president of the Caterpillar Tractor Co. and the national convention committee chairman, and Thomas C. Mann, Under Secretary of State for Economic Affairs, will address the opening general session.

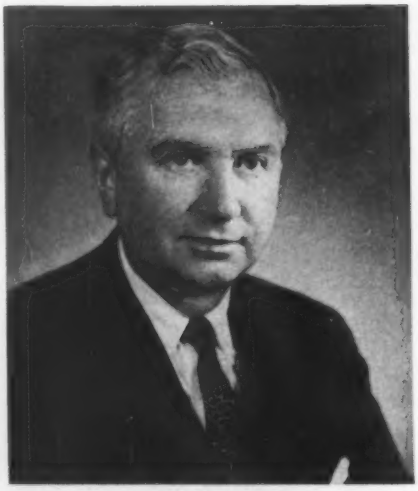
Major speeches at the second general session, Nov. 16, will be delivered by Herbert D. Doan, president of the Dow Chemical Co.; the Marquis de Merry del Val, Ambassador of Spain to the U.S., and Michael L. Haider, board chairman of Standard Oil Co. (New Jersey).

Declaration, symposium

Robert J. Dixson, vice chairman of Johnson & Johnson International and chairman of the convention declaration committee, will present the declaration for adoption at the final general session, Nov. 17, following which Time, Life and Fortune magazines will conduct an open symposium on the background and outlook for key international economic issues of immediate importance. Richard M. Clurman, chief of the Time-Life News Service, will moderate the discussions by foreign correspondents and editors, including audience participation.

The Americas, Pacific-Asia and Europe luncheons will be addressed by Ambassador Hugo B. Margain of Mexico; UN Ambassador Akira Matsui of Japan, who is also currently president of the UN Economic and Social Council, and Guido Colonna di Paliano, a Commission member of the European Economic Community.

Robert V. Roosa of Brown Brothers Harriman & Co., former Under Secretary of the Treasury for Monetary Affairs, will address the international finance session. A discussion period will follow, led by Gerard E. Keidel, president of the Bankers' Association for Foreign Trade, heading a panel of the following international commercial bankers: John M. Case, Central National Bank of Cleveland; George W. Ebanks, Texas National Bank of Commerce of Houston; Charles B. Love, Chemical Bank New York Trust Company; H. Felix de C. Pereira, the First National Bank of Boston, and John R. Petty, the Chase Manhattan Bank.



SECRETARY CONNOR

Foreign investment

The foreign investment session will be addressed by Walter L. Lingle, Jr., executive vice president of the Procter & Gamble Co., with the following international business executives also participating: Frank A. Duffy, president of General Tire International; Richard C. Fenton, chairman and president of Pfizer International, Inc., and A. E. Nelli, vice president of the General Milk Co.

Fred C. Foy, chairman of the National Export Expansion Council and chairman of the board of Koppers, Inc., will serve as discussion chairman at the trade expansion session Nov. 17. Opening remarks at this session will be made by Robert L. Clarkson, Jr., president of Smith, Kirkpatrick & Co., Inc.; Frank O. Cullen, director of international operations of the California Packing Corp.; Jose de Cubas, president of Westinghouse Electric International; and Charles E. Gallagher, vice president of Dan River International. The discussion will include participation by Joseph A. Greenwald, Deputy Assistant Secretary of State for Economic Affairs; Robert L. McNeill, Deputy Assistant Secretary of Commerce for Trade Policy; R. H. Rowntree, executive vice president of the Export-Import Bank of Washington; Henry G. Sheehy, president of the Foreign Credit Insurance Association.

Education session

Courtney C. Brown, dean of the Graduate School of Business of Columbia University, will address an education session, in which Kenneth Holland, president of the Institute of International Education, and William P. Gormbley, assistant to the vice president of administration of the Ford Foundation, will also speak.

George P. Delaney, Special Assistant to the Secretary of State and Coordinator of International Labor Affairs, will speak at an industrial relations session, in which Henry S. Hammond, American Republics Area Specialist in the Department of Labor, and Lawrence C. McQuade, Assistant to the Secretary of Commerce, will be panelists.

At the World Trade Dinner on Nov. 17, to be presided over by E. S. Hoglund, chairman of the National Foreign Trade Council, Richard V. Thomas, president of Goodyear International, will present the 1965 Captain Robert Dollar Memorial Award to Thomas J. Watson, Jr., chairman of the International Business Machines Corp. for distinguished contribution to the advancement of American foreign trade.

URBAN EQUIPMENT

An International Exhibition of Urban Equipment will be held at Nancy, France, May 2-8, 1966. American manufacturers specializing in this type of material are invited. The show will be sponsored by the French Minister of Interior. It is the first of its kind to be organized in France.

PLASTICS PRODUCTS

Manufacturer of machine tools and metalworking machinery seeks license to produce plastics products.

Write: Gumuzio, S.A., 100 Alameda de Urquijo, Bilbao, Spain. WTD.

EXECUTIVE SEMINAR

Textile man cites pointers for doing business in Europe

Despite different views of efficiency, compensation and productivity, manufacturer finds many similar trade patterns

"In doing business outside the United States I have found that the similarities are greater than the differences. The fundamental principles of management are the same."

The speaker is John B. Caron, president of Caron Spinning Company, a medium-sized company that manufactures worsted and synthetic knitting yarns and synthetic carpet yarns. He was offering pointers as his part in the "Problems and Prospects in International Textiles" seminar presented by Werner in Atlantic City recently during the American Textile Machinery Exhibition International.

Caron has entered into three joint ventures, one each in Holland, Belgium and Greece. The ventures all have been on a 50/50 basis because as Caron says, that is the best indication of a genuine mutuality of interest and incidentally, offers a definite tax advantage here.

To do business in Europe, differences in management philosophy must be understood, and Caron offered the following specific examples:

Efficiency. In Europe there is more emphasis upon machine efficiency whereas in this country our emphasis is upon the maximum labor efficiency.

Compensation. Methods of compensation in Europe also tend to be different from the U.S., as salaries tend to be lower in proportion to total compensation. "Non-taxable fringe benefits in our experience are considerably higher than in the United States."

Nationalism. Even though the Common Market has encouraged a certain amount of Pan-Europeanism, nationalism very much exists. "You don't send a French salesman to Germany or vice versa."

Lay-offs. The labor shortage in Europe which has caused quite rapid wage increases also results in much larger inventory accumulations than we find in the United States as European management just does not lay off workers as quickly as American management would. "A company that lays off workers creates a bad image and has a difficult time in rehiring when needed."

Distribution. The means of distribution are in a real state of transition in Europe. Large department store chains are found in every country but a great percentage of merchandise is sold through wholesalers to small stores. "Consignment is practiced much more than it is here in the U.S."

Productivity. Productivity of the European worker is not as great as that of the American worker. Government wage restrictions tend to limit incentive; if a person cannot earn more by producing more, he probably will not exert greater efforts. "Our plant engineer in Belgium claims that standards for motion and time studies are 15% lower than standards in the United States."

In his summation, Caron talked about a surprise discovery he has made. "To contribute to world peace was certainly not our motive when we started operations in Europe, but since we have been involved we have seen that a greater understanding between people of various nationalities is a very tangible by-product and if this were multiplied many times over, understanding between nations would greatly increase."

New Bank of Commerce opened in Tanzania

The new state-owned Tanzania Bank of Commerce has opened with head offices in Dar-es-Salaam and branches at Moshi and Kigoma.

The bank took over the premises and business of the Ottoman Bank, which has ceased operations in Tanzania.

Financing for the bank was arranged through an agreement between the Government of the United Republic of Tanzania and nine commercial banks operating in that country. The Government holds 60% of the bank's total capital.

The new bank will function as a normal commercial bank.

COMPUTOUR

Identified flying object

IBM outfits special plane to demonstrate computers within two hours after touchdown

IBM COMPUTOUR viewed from a control tower (above) before beginning two-month tour of 30 cities in 20 countries. Below (left) systems are loaded aboard plane; (right) IBM equipment is demonstrated.

"It flies through the air with the greatest of ease," all 7 tons of a new IBM data processing equipment display on a "Computour" of prospective customers in 20 countries.

The idea is this. IBM has designed a self-supporting demonstration of two recently announced computer systems and related data processing products.

The so-called "computour" is aboard a Douglas DC-7, 120-passenger four-engine plane, leased from Global Presentations, Inc. of New York City. The plane began the tour of 30 overseas cities on Oct. 11 in Berlin, Germany. It will make demonstration visits ranging from one to four days between now and Dec. 10 in 30 cities throughout Europe and the Middle East.

At the start of the tour, C. C. Smith, vice president of IBM World Trade Corp., New York City, said: "IBM Comuptour will bring an important part of our product line to thousands of customers faster than ever before."

Good response

After the first week of the tour IBM personnel with the aircraft reported that attendance was running above expectation and as a result the demonstration sessions at each stop were being extended.

IBM has designed Computour as a means of demonstrating complex data processing equipment within two hours after touchdown at an airport.

The feature that makes this possible is a 3,000 pound "floating" floor in the product display area. Designed and constructed by IBM with engineering assistance from Global Presentations, the floor absorbs 99% of the shock incurred in flight and during landing and take-off. Thus, the delicate data processing equipment is kept in operable condition while in flight. Normally, for air travel, the equipment would be packed and then unpacked between demonstrations.

Redesigned

The 650 square feet of floor space inside the plane has been redesigned to contain the product display area, an executive lounge, galley and entrance area and cargo area.

Extensive air conditioning equipment has been installed to provide environmental control for the data processing equipment and for the comfort of visitors.

'FLOATING FLOOR' supports two complete systems, can absorb 99% of the shocks incurred in flight.

Yugoslavs seeking entry into GATT as full member

The Government of Yugoslavia has applied for full membership in the General Agreement on Tariffs and Trade (GATT). At the same time, it was reported that Yugoslavia has also offered to take part in the Kennedy Round tariff negotiations now underway in Geneva.

The request to the GATT Secretariat came as no surprise, since Yugoslavia has often stated her desire to coordinate its trading apparatus with that of her trading partners. For instance, a recent report from Belgrade listed the U.S. as Yugoslavia's top trading partner.

Reform move

Yugoslavia made GATT membership one of the major targets in its recent economic reform, lowering tariffs and liberalizing imports in order to become eligible for full membership in the organization.

Yugoslavia's first links with the GATT date back to 1950, when she was granted observer status. In 1959 she became an associate member and then joined the organization as a temporary member in 1962.

The Balkan nation's chief imports from the United States are wheat, cotton and oils which are shipped under the Food for Peace Program. Leading regular commercial imports from the U.S. include medicines, hard coal, machinery and industrial equipment, and skim milk products.

Sources

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

'Came to sell'—and did

Grace's sales during packaging machinery show at Milan Trade Center almost $100,000

By EARL T. CRAIN
U.S. Consul General, Milan

"We came to this show to sell," observed Dr. Umberto Fadini to Trade Promotion Officer Harvey Fergusson at the close of the recent packaging machinery show at the Trade Center in Milan.

Dr. Fadini, manager of W. R. Grace's Milan-based Italian subsidiary, Grace Italiana had come in at the end of the promotion to see how his people had done. He found these impressive results:

Sales of $94,160 of Grace's packaging machinery had been concluded on the floor during the seven-day show and, according to Dr. Fadini, $160,000 more in sales volume should result in the next 12 months.

These results were achieved not by lackadaisical efforts or by simply stationing an attractive young lady at the stand to take down names and addresses, but by a concerted effort.

Prepared for it

Grace had as many as a dozen qualified salesmen and technicians in attendance during the most crowded hours of the show. Moreover, they had prepared for it by sending out 500 invitations of their own. And during the exhibition there were three separate models of its food-wrapping machinery in operation at the stand: a new 'Cryovac' packaging machine, a 'Sureflow' vacuum packaging machine, and a semi-automatic packaging line for supermarket type transparent packaging, such as used for meat and poultry.

This paid off in the results reported above and in the development of 162 serious prospects, none of which were lost for the lack of booth attendance. Among the more unusual customers visiting the Grace booth was an important buyer from POLIMPEX, the official state trading agency, who indicated that there was a great need for this type of food packaging equipment in Poland.

Of the visitors to the stand, perhaps the most interesting was one from Fiat. He came upon a supermarket type display case with several samples of food wrapped in Grace's Cryovac film, and then upon the machines themselves, which were being demonstrated by the salesmen who wrapped practically anything which came to hand, such as their wallets.

Seeing that the machine worked so well on leather, paper and a variety of other things, he began to inquire about using it on some of his firm's more finely tooled spare parts. "If this can wrap our parts that quickly and that tightly," he thought, "it will keep them more rust free and cut down our storage space."

Thus began talks between Fiat and Grace, which, if they bear fruit, will result in an entirely new use for this type of machinery.

Summing up his impressions of the show, Dr. Fadini remarked:

"This has been a most useful participation for us. There was quite a number of well qualified visitors which compares very favorably with what our firm has seen at much larger exhibitions. The sober, business-like atmosphere you have achieved makes it much easier to get down to brass tacks with our stand visitors, and the amount and location of our space were both excellent. The only criticism I would make about the show concerns timing. With IFA in July and ANUGA in September, as well as INTERPACK coming next May in Dusseldorf, many customers will have become a little tired of packaging shows."

Men kept busy

Commander E. Bolelli, formerly of the Italian Navy and now of Grace Italiana, was in command of Grace's operations at the Trade Center throughout the show. On its last day he observed:

"We had an invaluable opportunity to see many of our old customers and to continue our sales talk with them. Our men were kept busy throughout the show, both with them and with many others. The results . . . are most encouraging to us. For future reference, though, you might want to consider permitting a clearer identification of the exhibiting company with logos, photographs and other discreet material, and a sharper division between one stand and another."

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Small firm enters Frankfurt exhibit, appoints four agents

Also sells some equipment it had planned to stop manufacturing

Large firms are not the only ones who go to trade center shows and make an impressive showing.

Canberra Industries, Inc., of Middletown, Conn., for example, participated in the recent nuclear instrumentation show at the Trade Center in Frankfurt and appointed four agents to represent them in Germany, Austria, Scandinavia, Israel, Iran, Turkey, Thailand and Burma.

The firm, which employs 14, also received a $20,000 order from a German university for equipment it had planned to stop manufacturing.

Charles H. Greer, president, said the reaction to his equipment was "much better than he had ever experienced in the States." Greer said he sold seven whole-line modular nuclear coincidence and spectroscopy devices normally too high priced for his clients in the United States.

At the end of the show, Greer predicted sales during the year at $200,000. Export sales, principally as a result of this show, should jump 15 to 20 times by the end of 1966.

As a result of his success at the show, Greer said his firm would continue the production of the type of equipment to satisfy the unusual demand he found in Germany.

At Interkama fair: 9 agreements signed, exhibitors satisfied

U.S. exhibitors at the INTERKAMA fair in Duesseldorf have reported firm representation agreements negotiated with nine firms. At the close of the fair negotiations were pending with 25 potential representatives and licensees.

Total sales during the fair were $118,700. Estimated sales over the next 12 months are expected to total $4,782,550.

The American exhibitors reported they were pleased with the exhibit and the results obtained. Most of them emphasized they did not participate primarily to make direct sales but to explore the market, study the European state of art and business methods, seek agents, distributors and licensees and establish new business contacts.

The considerable interest shown in electronic equipment for medical application was a real surprise to exhibitors displaying these products.

Largest sales were made by Digital Equipment, McGraw Hill, MVR and Vacuum Electronics.

The fair management reported a total of 134,000 visitors from 44 countries. Estimated visitors to the U.S. exhibit were 65,000.

TYPICAL SCENE of the show in action as visitors crowd into the booth of Stromberg-Carlson Corp., a producer of computer systems, plotters and oscillographs. The fair was held from Oct. 13 through 19.

ONE OF THE HIGHLIGHTS of the opening press preview was an 'Early Bird' telephone conversation between German Minister of Economics Kurt Schmuecker (above) and Assistant Secretary for Domestic and International Business Alexander Trowbridge, in Washington. Others in the picture are Ambassador George McGhee (at left), Exhibition Manager Peter Dahmlow (right of Schmuecker) and Commercial Attache Paul Brent. Pictured below are opening day visitors crowding into one of the busy aisles.

EARNEST DISCUSSION between Mr. Hastings, president of Hastings-Raydist, Inc., and buyers.

EXPORT EXPANSION DATES

Markets for U.S. equipment

Interested in displaying your products to consumers in other lands?

The export expansion dates on these two pages tell you what to sell—and where and when. The opportunity lies in commercial trade fairs, U.S. trade center shows and national exhibitions, trade missions and the Sample Display Service.

Aggressive promotion is necessary to clinch the sale but the task is made easier by exposing your products in the five ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade center shows, held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are open by invitation to buyers, agents and wholesalers. They are limited to specific product lines.

► National exhibitions seek to portray economic and cultural advancement in the United States.

There is still time for a U.S. manufacturer to enter any of these exhibits, by **writing:** Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230 or **phoning:** Area Code 202 WO 7-5316 or 3137.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry organized and programmed with the help of the Government. American firms interested in selling abroad are invited to submit their business proposals to: Bureau of International Commerce, Trade Missions, Code 8210, Department of Commerce, Washington, D.C. 20230.

► The Sample Display Service, which puts products on view for 30 days, gives U.S. exporters low-cost service in Bangkok, Beirut, Manila, and Nairobi. This activity helps firms obtain local agents, distributors, licensees and investors.

Write: Bureau of International Commerce, Code 8198, Department of Commerce, Washington, D.C. 20230.

Advanced teaching aids. JAPAN. Government and business interest in newest teaching techniques offers immediate market for U.S. teaching and audio-visual equipment. **Tokyo Trade Center. Nov. 15-20.**

Plant and equipment maintenance. SWEDEN. Rising labor costs, higher demands for improved maintenance and reduction in upkeep costs insure a prime export market for interested U.S. manufacturers. **Stockholm Trade Center. Nov. 23-30.**

Machine tools. SINGAPORE. Industrial expansion there provides excellent opportunity for U.S. firms. Strategic market despite withdrawal from Federation. **Singapore Machine Tool Exhibition. Dec. 5-19.**

Advanced industrial fasteners. JAPAN. Continuing industrial expansion offers new opportunities for little known U.S. products in the industrial fastener industry. **Tokyo Trade Center. Dec. 7-17.**

Analytical measuring instruments and laboratory apparatus. GREAT BRITAIN. Advanced scientific instruments, apparatus and equipment used in industrial and university laboratory research. **London Trade Center. Dec. 7-17.**

Production and packaging equipment for the electronics industry. GERMANY. The expanding electronics field in Germany needs U.S. production equipment, machinery, packaging tools and components and related materials. **Frankfurt Trade Center. Jan. 12-19.**

Furniture. GERMANY. The first U.S. exhibition at the important **International Furniture Fair in Cologne.** The products of America's leading furniture manufacturers will be exhibited; the theme will be "America's Design Heritage from Europe." **Jan. 25-30.**

Hotel and restaurant equipment. UNITED KINGDOM. Exhibition will feature hotel and restaurant cooking articles and apparatus (including catering equipment), food handling and storage equipment, food and beverage dispensing machines, and an assortment of bar specialty items. In-plant feeding equipment designed specifically for mass unit feeding is excluded. **London Trade Center. Jan. 18-28.** See also Institutional Catering Equipment (below), Scandinavia.

New building materials. JAPAN. The continued Japanese construction boom presents expanding opportunities for the latest and the best that the U.S. building materials industry has to offer. **Tokyo Trade Center. Feb. 2-11.**

Institutional catering equipment. SCANDINAVIA. In Denmark, Norway, Sweden and Finland, expansion of institutional and in-plant feeding facilities, as well as modernization through "culinary automation" of restaurants and hotels, is creating prime markets for U.S. manufacturers of catering and kitchen equipment. This exhibition, coupled with the London Trade Center show, affords U.S. firms a unique opportunity to reach important European markets. **Stockholm Trade Center. Feb. 3-11.**

Mining and general safety equipment. THAILAND. A basic re-adjustment and new development in the Thai mining idustry offers promising sales opportunities for U.S. manufacturers of mining equipment. A collateral market exists not only for mining but for the many other types of safety equipment. **Bangkok Trade Center. Feb. 9-23.**

Consumer and capital goods, SAUDI ARABIA AND TRUCIAL STATES. U.S. Trade Mission. Business proposals should be submitted by Jan. 5. Mission is scheduled for **Feb. 10-March 12.**

Machinery and equipment for agriculture, industry and commerce; education and communication aids; home and recreation furnishings. ETHIOPIA. "For a Better Life and a Stronger Nation"—theme of **U.S. national exhibition, Addis Ababa. March 20-April 9.**

exist widely

Commercial and industrial refrigeration equipment. SPAIN. Excellent market opportunity to cash in on Spain's $148-million refrigeration plan to double facilities by 1968. Taxes and customs duties virtually eliminated on needed imported equipment. **U.S. solo exhibition, Madrid. March 8-18.**

Dental equipment and supplies. ITALY. Expanding market in this field offers chance for American firms to increase their sales. **Milan Trade Center. March 12-18.**

Dental equipment and supplies. GERMANY. The German market, as the Italian, offers opportunities for the American exporter in this field. **Frankfurt Trade Center. March 23-30.**

Commercial baking and specialized printing equipment. JAPAN. Opportunity for U.S. businessmen to take advantage of dramatic modernization and expansion programs in these industries, spurred by Japanese government. **7th Osaka International Trade Fair. April 9-29.**

Textile, plastics, chemicals, food processing and wood products. CARIBBEAN AREA. U.S. Trade Mission. Business proposals should be submitted by March 1. Mission is scheduled for **April 16-May 14.**

THIS LITTLE PIGGY did make it to the market by way of the Trade Center in Tokyo where several American governors got a good look at him at the animal husbandry show. Gov. Tim M. Babcock of Montana focuses while Gov. Cliff Hansen attempts to attract its attention. The governors, in Tokyo for a conference, stopped to admire the A. R. Wood exhibition.

TECHNICIANS TOUR the data processing exhibit at the Milan Center and study numerous control panels and wires made by Octman Systems.

ELECTRONIC TAPE DISPENSERS of Marsh Stencil Machine Co. draw attention of Ambassador William R. Tyler on opening day at the Machevo Fair.

At Machevo Fair: dispensers, barbecue, ice cream and scrubbers

ALSO OF INTEREST were machines displayed by Barbecue King. Visitors constantly stopped to look.

FOR THE FIRST TIME Hollanders saw Sani-Serv's ice cream maker. It made a hit with them.

BATTERY-RUN scrubbers, vacuum cleaners from Hild Floor Machine sparked discussion, penmanship.

U.S. consultants to make development studies for Turkey

Turkey will employ U.S. consultants required for engineering and economic studies of development projects.

The studies, most of which will analyze specific project proposals, will be undertaken in such areas as expansion of exports of forest and other products, fertilizer needs and potential production, copper production, water resources and development, irrigation and electric power.

The financing of these studies will be assisted through a $4 million loan authorized by the Agency for International Development, which will review each proposed study and all contracts for consultants' services before approval is given.

This is the third AID loan to Turkey for feasibility studies. Under one loan, amounting to $350,000, investigations were made on plans for the Ciceroz and Keban dams and hydroelectric plants.

The second loan of $3 million is financing contracts totaling about $2.5 million for river basin studies by International Engineering Co. of San Francisco, Leeds, Hill & Jewett of Los Angeles and Tippetts-Abbett-McCarthy-Stratton of New York; a study of highway construction and improvement in southwest Turkey by Amman & Whitney, Inc., New York; an analysis of engineering manpower needs and training by Stone and Webster Engineering Co. of Boston; and a feasibility study on copper smelting by Ralph M. Parsons Co. of Los Angeles.

All local currency costs of the studies will be paid by the Turkish Government, which will repay the AID loan in dollars over 40 years, including a 10-year grace period.

BALLASTS

A Cape Town manufacturer and supplier of electrical components is interested in securing a license from a U.S. firm to make ballasts for fluorescent lighting fixtures.

Write: Instrulec, (Pty), Ltd., P.O. box 4661, Cape Town. WTD.

FCIA broadens provisions on medium-term insurance

The Foreign Credit Insurance Association has revised and broadened the guarantee provisions of its medium-term insurance program.

The new agreement is an unconditional guarantee that whenever a lender makes a loan to an exporter on the security of the assignment of the proceeds of an FCIA policy, the lender is unequivocably guaranteed repayment.

The program has been broadened to include the payment of 4½% interest on the unpaid balance during a protracted default period as well as up to 6% thereafter on each installment unless FCIA exercises its rights to accelerate the note by paying the entire balance. The small surcharge has also been eliminated.

While FCIA unconditionally guarantees payment to the assignee, it reserves the right to recover against the exporter if its loss is a result of the exporter's failure to comply with the provisions of the policy.

For a summary of changes in the FCIA policies, **write:** Foreign Credit Insurance Association, 250 Broadway, New York, N.Y. 10007.

Honduras to use U.S. goods, services in road project

Honduras will purchase U.S. equipment, materials and services for a $6.9 million project to replace footpaths and trails in the country's richest agricultural areas by 374 miles of farm-to-market roads.

The project is expected to benefit the Aguan Valley, the Choluteca area near the Pan American Highway and the countryside between Tegucigalpa and Catacamas. It is part of a long-range plan for increasing agricultural production by 6% a year.

Overall construction cost is estimated at $5.5 million or $14,800 a mile. Sixteen all-weather feeder roads will be constructed and will range in length from three to 68 miles and from 18 to 23 feet in width.

A $5.2 million Alliance for Progress loan has been authorized by the Agency for International Development to help in the project. All equipment and services purchased under the AID loan must be procured in the U.S. or Central America.

The Honduran Government will repay the loan in dollars within 40 years, including a 10-year grace period.

Brazilian utilities to purchase U.S. goods for expansion

Two Brazilian utilities, Rio Light, S.A., and Sao Paulo Light, S.A., which distribute about half of all the power consumed in Brazil, will purchase $25 million worth of materials and services from U.S. suppliers.

These purchases will assist in a $122 million project to expand electric power distribution systems in the country's industrial heartland.

The two companies, both subsidiaries of the Brazilian Traction, Light and Power Co., a holding firm with headquarters in Toronto, Canada, serve a 11,500 square mile area in the states of Guanabara, Rio de Janeiro, and Sao Paulo.

The U.S. purchases will be made with proceeds of a $40 million Agency for International Development loan—the largest awarded to private borrowers under the four-year old Alliance for Progress program.

The $15 million balance of the loan will finance part of the local costs of the project. It is expected that the construction work will generate an additional $15 million worth of exports from the U.S. to Brazil.

The Brazilian companies will contribute $82 million toward the project from their own resources. Construction will begin immediately.

The loan has been guaranteed by the Brazilian Government, which will receive the payments from the borrowers in cruzeiros and will assume the dollar repayment obligation. The Government will repay the loan over 40 years, including a 10-year grace period.

ALUMINUM ARTICLES

Manufacturer of cotton and synthetic yarns and threads seeks manufacturer's license for production of any articles of aluminum, which can be made by aluminum welding equipment. This textile firm at present has a metal working section and wants to take on further production of aluminum articles.

Write: Baumlin & Ernst AG, Oberer Graben 32, 9001 St. Gallen, Switzerland. WTD.

British firm denied U.S. export rights

U.S. export privileges have been denied indefinitely to a British corporation and its principal officer for failing to furnish information requested about the disposition of U.S.-origin automotive parts to determine whether they had been reexported to an unauthorized destination.

The case, developed by the Department of Commerce's Bureau of International Commerce, concerns John Bristow, Ltd., a London dealer in automotive and engine spare parts, and John H. Bristow, director and principal officer. Named as related parties are two other London concerns in which Bristow is a director and principal shareholder: Bristow (Plant Hire), Ltd., (formerly called Bristow and Halliday, Ltd.), and Bristow-Huppert Properties, Ltd.

The order, effective Oct. 19, will be in force until Bristow and his firm have answered the Department's questions.

While the suspension is in force, all validated licenses in which Bristow has an interest are cancelled. The suspension applies to all agents and employes of the concern, and all other persons are forbidden to conduct any export trade with Bristow involving U.S.-origin commodities or technical data.

Indonesian message center to handle all telegraphs

The Indonesian Department of Trade has announced establishment of an emergency "message center" under the Directorate of Foreign Trade Relations which will handle all telegraphic traffic on trade matters.

All outgoing cables on trade matters from governmental or private businesses in Indonesia must be routed through the "message center" for forwarding to telegraph offices for transmittal abroad.

Likewise, all incoming telegraphic traffic from abroad will be passed to the "message center" by the communications authorities for transmittal to addresses in Indonesia. The cable address of the "message center" is "Depda Djakarta Indonesia." All other commercial cable traffic with Indonesia remains suspended.

Tobacco leaf duty removed

Effective until June 30, 1966, Papua and New Guinea have exempted from duty unmanufactured tobacco leaf declared for use and used in the manufacture of cigarettes.

Export sales handbook available to businessmen

A handbook showing U.S. businessmen how to participate in export sales opportunities has been published as a guide to trade in developing countries.

The book—"Commercial Exports Under AID Programs"—describes how businessmen in the U.S. can take advantage of sales opportunities generated through commodity procurement programs financed by the Agency for International Development.

An appendix to the 16-page study illustrates "tools" businessmen can work with as well as specific data on pertinent U.S. and overseas informational contacts.

The booklet explains that selling commodities under AID financing is esentially the same process as selling through normal commercial channels. It also tells of the assistance given a U.S. supplier including trade services, procedures and basic requirements, transportation and payment information and other AID business services such as the role of AID Missions overseas, related publications, guides to investment overseas, and technical service opportunities.

For a copy of the booklet, write: Resources Support Staff, Office of Material Resources, Agency for International Development, Washington, D.C. 20523.

Colombia sets exchange refund terms for importers

The Government of Colombia has issued regulations affecting purchases made by importers prior to enactment of the major exchanges reforms announced in September. (See INTERNATIONAL COMMERCE Sept. 20, 1965).

Importers who had already met the required 95% prior import deposit requirement at the 9 peso to the dollar rate, but whose imports were transferred to the new intermediate rate of 13.50 pesos to the dollar in September, must obtain exchange to cover purchase of their imports at the new rate.

However, they will receive the difference (4.50 pesos to the dollar) in 8% ten-year development bonds. To be eligible for this refund these firms must agree to freeze their prices for six months at the levels prevailing on July 1, 1965.

Libya waives rules for oil companies

The Libyan Government has decided to exempt those foreign companies (mainly American), servicing the oil concessionaires on a contract basis, from the requirement of the existing Commercial Code that 51% of their stock be Libyan.

The exempted firms will be issued three-year operating permits. The new ruling covers oil service companies engaged in exploration and drilling and well completion, in installation of electronic and telecommunications facilities, and in construction of pipelines. Transportation and catering are still reserved for Libyan-owned companies.

The scheduled awards of new concessions in the next few months should greatly stimulate exploration and drilling work and, coupled with the new ruling. should attract new oil service companies to Libya.

Panamanian schools' project will require U.S. materials

Panama plans construction of 166 primary schools accommodating more than 20,000 children in rural areas and will procure U.S.-made materials and engineering assistance.

This project is part of Panama's rural development program, "Plan Robles," which calls for expanded efforts to provide schools, water supplies, land-titling, credit and health services to six priority areas. About four-fifths of the new schools will be located in these areas.

The Agency for International Development has authorized a $1.7 million loan under the Alliance for Progress to finance the U.S. equipment and services. The Panamanian Government will contribute $907,479—about 32%—to cover local salaries, administrative costs, water installation and land acquisitions.

Construction is expected to take about 30 months.

LUBRICANTS, SOLVENTS

A manufacturer of lubricants, antifreeze, solvents, and preservatives is interested in becoming a licensee of a U.S. company for the manufacture in Germany of special lubricants and concrete and tar solvents.

Write: Reiner KG, Chemische Fabrik. 6751 Weilerbach/ueber Kaiserslautern. Germany. WTD.

Tunisian team seeks backing for clothing, tourism, bottling

Group returns U.S. visit to observe American small business techniques of management, finance and plant operation

A small business development team from Tunisia will be exploring potential sources of U.S. investment and technical know-how and equipment during a business tour Oct. 28 to Nov. 20.

Each member of the 8-man team will visit American facilities similar to his own manufacturing operation in Tunisia to observe American small business techniques of management, finance and plant operation.

The team is the reverse of an American group led by Eugene Foley (Assistant Secretary of Commerce) that visited Tunisia in 1964. That trip resulted in at least two joint-venture projects.

The Tunisian group's trip is sponsored by the Agency for International Development in cooperation with the Government of Tunisia.

Listed by interest

Members of the Tunisian group and their areas of interest are:

Taoufik Essafi, director of the Societe El Jihaz, Tunis. Manufactures women's ready-to-wear clothing—seeks financial and technical assistance in improving and enlarging his present facilities and establishing an overseas marketing outlet. His itinerary: New York, Nov. 3-5; Philadelphia, Nov. 8; Cleveland, Nov. 9; Chicago, Ill., Nov. 10-12, and New York, Nov. 15-20.

Abderrahman El Basti, managing and commercial director, Creations MCS, Tunisie, Tunis. Manufactures women's ready-made clothes for export—seeks financial and technical assistance in doubling production to 300 or 400 dresses or coats per day. He will be meeting in New York, Nov. 4-5; Philadelphia, Nov. 8; Cleveland, Nov. 9; Chicago, Ill., Nov. 10-12, and New York, Nov. 15-20.

Edouard Galula, director, Edouard Galula Co., Tunis. Producers of sparkling wines, liqueurs, vermouth, and soda waters; agents for brand wines and spirits —seeks to expand market and production line; replace used equipment with modern machinery; export sparkling wines, muscat and aperitifs. Itinerary: New York, Nov. 4-10; Hartford, Nov. 11-12; Tampa, Fla.. Nov. 14-16, and New York, Nov. 17-20.

Larbi Berkri, director general, Societe Industrielle de Conserves et de Peches, Tunis. Operates a canning factory for vegetables, fruit, fish and fruit juice—seeks financial and technical assistance with increasing capacity of production lines, purchasing and installing a production line for bottling of fruit juices and filtered grape juice, and marketing bottled fruit juices. Seeks technical collaboration by transfer of patent or manufacture under license of international brands and seeks information on freeze drying and dehydration processes. Itinerary: New York, Nov. 4-8; Chicago, Nov. 9-10; Lackland, Fla., Nov. 12-15, and New York, Nov. 17-20.

Well drilling

Mohsen Hachicha, director, L'Equipement Hydraulique, Tunis, manufactures well drilling, geological sounding, and water flush drilling equipment—seeks financial and technical assistance for increasing drilling capacity and adding manufacturing or assembly of water pumps. Itinerary: New York, Nov. 4-5; Dayton, Ohio, Nov. 8; Springfield, Ohio, Nov. 9; Cincinnati, Ohio, Nov. 10-12, and New York, Nov. 14-20.

Aziz Boujemaa, director, Societe de Promotion Hoteliere et Touristique de Tunisie, Tunis, promotes tourism and provides management for a hotel group—seeks financial and technical assistance with the completion of a hotel and motel city. Itinerary: New York, Nov. 4-5; Chicago, Ill., Nov. 8-11, and New York, Nov. 12-20.

Ahmed Mechri, owner of Kairouan Carpet Co., Gammarth, manufactures and merchandises carpets—seeks financial management and equipment assistance with the erection of a hotel-lodge. Itinerary: New York, Nov. 4-5; Chicago, Ill., Nov. 8-11, and New York, Nov. 12-20.

Ali Bannour, administrative director for Union Tunisienne de l'Industrie du Commerce et de l'Artisenat, Tunis, will accompany the group and coordinate follow-up activities.

American manufacturers wishing to meet with any of the Tunisians may make arrangements through a local Department of Commerce Field Office, or through the Office of International Investments in Washington.

Planner admits no planning involved in opening own firm

Organizing, planning and conducting a program so that overseas businessmen, like the visiting Tunisian group, may make the most of a U.S. tour is the job of Robert O. Ferguson Associates, Inc., of Pittsburgh, Pa.

The firm has had a contract with the Agency for International Development for the past five years. In the time, Robert Ferguson, company president, says, the firm has handled 21 visiting groups of 235 overseas businessmen.

Ferguson, a management training engineer with a degree from Carnegie Institute of Technology, says although he makes his living by planning for others he opened his business by accident. "I wish it could have been planned, but it wasn't." After a series of consulting assignments, Ferguson came to the conclusion that consultation without training was impossible. He began to devise management courses for clients. Then he prepared a course for the staff of the company for which he worked. Realizing that such training was marketable, he decided to open his own firm.

At the classrooms in his Pittsburgh offices, Ferguson's multilingual staff conducts seminars on management training using the most up-to-date methods. Ferguson plots participant's itineraries based on particular needs. For every six weeks a foreign participant is in the U.S. half of the time will be spent in plants.

British firm offers simplified clutch for U.S. production

Licensees in the U.S. are being sought for the production of a newly developed British mechanical and electro-magnetic clutch.

The firm reports that, after exhaustive research into all aspects of clutch production and application, it has developed a greatly improved product. Refinements have been embodied which cater to the requirements demanded by customers with long experience in the use of mechanical clutches in a wide variety of applications.

The claimed refinements include finer adjustments to suit particular requirements of output; simple yet positive means of adjustment requiring no tools whatsoever; greater friction plate area allowing increased frequency of operation and giving longer life to these expendable parts; and increased mechanical efficiency resulting in greatly decreased operating loads.

The various component parts are simple, sturdy, and few in number. They are completely symmetrical, resulting in an assembly which is well balanced and clean in outline. The reported improved operating mechanism, due to the almost complete elimination of sliding friction, gives a smooth engaging action requiring comparatively light operating loads. In the same way the durability factor of the mechanism is greatly increased.

Different models

These clutches available as single or duplex models for wet or dry applications are, according to the British firm, currently being used by leading companies in several manufacturing fields, including machine tools, particularly center lathes, capstans, and automatics; earth-moving equipment; and special purposes machines.

The clutches are designed for maximum starting load in hp. as follows: dry plate type—from ½ to 330 hp. at 100 to 1500 rpm; and wet plate type—from ½ to 195 hp. at 100 to 1500 rpm. The entire range of the clutch is fully tooled and tooling drawings are available. Variations of the present models, such as dog-clutches, are now in development stage and will be offered when the development is completed.

For a brochure describing the clutch and the name and address of the developer and manufacturer, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to File 1350.

License sought to make fiber glass containers

An Israeli firm would like to contact a U.S. company which could provide know-how for the production of fiber glass liquid bulk containers to be mounted on truck chassis.

According to the company, Israel will soon enforce long-standing, but regularly ignored weight restrictions on commercial vehicles.

The firm would like to increase the tank truck payloads by reducing the weight of the tank itself. It would like to obtain know-how and patent rights for Israel.

Financial participation is not expected to be required. The details of payment are open to negotiation.

Write: Z. Manusevitz, Manusevitz Industries, Industrial Zone, Bat-Yam, Israel.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.

FILTERS

A license to manufacture a line of dry air-intake filters for internal combustion engines mounted on earth moving equipment and all types of mobile equipment requiring internal combustion engines is sought by a leading Johannesburg firm of importers and merchants of machine tools, foundry and mechanical handling equipment.

Write: F.C. Lancashire, Director, Albion Machinery Co., (Pty), Ltd., P.O. box 10757, Johannesburg, South Africa. WTD.

BINDERS

A French firm specializing in construction of highways and airfields seeks U.S. licensing rights to manufacture new binders to be used for road surfacing. The firm is also interested in new processes for road surfacing.

Write: Entreprise Jean Lefebvre, 77 Blvd. Berthier, Paris 17e, France. WTD.

INDUSTRIAL ADHESIVES

A German firm seeks a U.S. license for the production of industrial adhesives, insulation materials, jointing compounds, and/or related products.

Write: George Utz KG, chemisch-technische Fabrik, 79 Ulm/Donau, P.O. box 446, Germany. WTD.

AUTOMOBILE COMPONENTS

A license is sought to manufacture components for the automobile industry, engineering and domestic appliances.

Write: Edwin Lowe, Ltd., Aldridge Rd., Perry Barr, Birmingham 22b, England. WTD.

TANKS

Licensing arrangement with a U.S. firm sought for the manufacture of tanks for handling bulk materials, such as flour, cement and fertilizer. The firm already manufactures a range of such tanks but wants to include in its production program a "clean-bore" tank with an improved method of discharge leaving very little residue or "tailings."

Write: R.J. Moulang, Pty., Ltd., Christie St., St. Mary's, N.S.W., Australia. WTD.

DEHYDRATED PLANTS

Licensing rights sought for the production of dehydrated plants for use in soup preparation by processor of aromatic and medicinal plants.

Write: Marc Darbonne, Rue Charles Corhin, P.O. box 8, Milly-la-Foret (S. & O.), France. WTD.

Investment survey applications increase

Applications of U.S. firms for surveys under the Investment Survey Program increased by 36% in fiscal year 1965.

In fiscal 1964, applications totaled 74 while this year's total reached 101, according to the Agency for International Development, which administers the program.

Under the program, U.S. companies are reimbursed for half the cost of the survey in a developing country if the proposal is found not to be feasible. If the survey results in an investment, the entire cost is paid by the investor.

Since the program began in 1962, AID has received 273 applications for surveys. Of this number, 146 have been approved, with a gross AID financial obligation totaling approximately $1.7 million.

In fiscal 1965, the Latin American region led all others with a total of 28 agreements followed by the Near East-South Asia area with 12, Africa with 10 and the Far East with seven.

The types of surveys range from fertilizer factories to money transfer security systems. Other fields include housing prefabrication, animal husbandry, integrated poultry industry, integrated fishing industry, and various manufacturing facilities such as concrete, bathroom fixtures, food processing and chemicals.

Helsinki manufacturer seeks license from U.S. company

A Helsinki manufacturer of valves and pumps used in the pulp and paper industry seeks a license from a U.S. firm to manufacture related items.

The firm is reputed to have a highly trained sales and production staff. It also imports, exports and distributes valves and fire-fighting equipment.

Write: Mako Osakeyhtio, Nilsiankatu 16—20, Helsinki, Finland. WTD.

Baghdad food firm seeks license or joint venture

A Baghdad food manufacturing company seeks a license or joint venture arrangement with U.S. food processors for production of brand name items such as dry soups, breakfast cereals, preserves, baking powder, pickles and chewing gum.

The firm is flexible on the type of agreements to be negotiated but requires the furnishing of technical know-how as part of any arrangement. It would consider purchase of equipment and raw materials from the U.S. collaborator.

Write: Nadir Food Industries, P.O. box 1019, Baghdad, Iraq. WTD.

MANUFACTURING LICENSES

A manufacturer of die castings wants to diversify its range of production by obtaining manufacturing licenses from firms in the U.S.

Write: Lawrenson Alumasc, Pty., Ltd., Birnie Ave., Lidcombe, N.S.W. (POB 15, Lidcombe), Australia. WTD.

JOINT VENTURE

A Norwegian manufacturer of various kinds of steels, castings, forgings, rolled products, sintered carbide products and permanent magnet products is interested in a joint venture and/or licensing arrangement with a U.S. company making products which would fit in with the Norwegian company's production.

Write: Stavanger Electro-Staalverk A/S, S. G. Osland, Managing Director, Stavanger, Norway.

OUTDOOR CANDELABRA

A company specializing in iron castings for the automobile and machine tool industry seeks licensing rights for France to manufacture outdoor candelabra and garden urns and the like, in the 1900 style.

Write: Etablissements Metallurgiques A. Durenne et Du Val D'osne, 29 rue Cambaceres, Paris, France. WTD.

JOINT VENTURES

A manufacturer of two-way telecommunication equipment for civilian use is interested in joint-venture arrangements with U.S. companies engaged in production of related lines who wish to enter the European Common Market.

Write: Etablissements Jean Bardon, 32bis Ave. Firmin-Marbeau, at Brive, Correze, France. WTD.

SHARE IN FIRM

The owner of an import and wholesale firm of interior decorating materials, upholstery fabrics, curtains, carpets, rugs, mattresses, venetian blinds, and related products, offers a share of 50 to 60% in his business, from which he intends to retire in the next few years.

Write: Eugen Steinbrueck, Grossneumarkt 45, Hamburg 11, Germany. WTD.

Ohio firm to manufacture water pumps in Colombia

An Ohio firm is investing $60,758 in Colombia for construction and operation of a facility to manufacture and sell water pumps.

The project, to be undertaken by Barnes Manufacturing Co. of Mansfield, Ohio, will promote economic assistance objectives by aiding Colombia's industrial development, helping conserve scarce foreign exchange, providing export earnings and new jobs and teaching technical skills.

A specific risk guarantee of $261,364 covering the equity and loan investment has been issued by the Agency for International Development. The guaranty insures the firm against inability to convert local currencies and against losses from expropriation and war.

Indian Government relaxes industrial licensing rules

In the interest of relaxing industrial licensing procedures, the Indian Government has announced that expansion of new plants for manufacturing power alcohol will be freely allowed subject to certification by the Director of Industries of the State that molasses will be available.

In addition, industrial manufacturers will have the discretion to diversify production and manufacture new articles utilizing existing plant and equipment as long as additional foreign exchange is not required, the new items are not on the "banned list," not reserved for the small scale sector and will not substantially reduce production of items already licensed.

Producers of alums, dyes and refractories fall within the scope of this new policy which is subject to review after one year.

New development bank founded in Bahamas

The Royal Bank of Canada and the Westminster Bank of London, in cooperation with other financial corporations, have established a new $30 million lending organization in the Bahamas. The new group will be known as the RoyWest Banking Corporation, Ltd.

The headquarters of RoyWest will be in Nassau and the corporation will make mortgage and development loans for industry and for housing in the British Caribbean territories.

Financing and construction bids sought by Colombia on bridges and structures

The Colombian Ministry of Public Works is seeking bids on the construction of 8 bridges and the supply of 10 dismountable metal structures with a uniform span of approximately 33 yards each.

The work consists of constructing the following bridges: La Virginia (328 yd.) on Cali-Medellin Highway; La Pintada (284 yd.) Pintada-Medellin Highway; El Comun II (55 yd.) La Caro-Zipaquira Highway; Patia (99 yd.) Estrecho-Balboa Highway; Buritica (109 yd.) Santa Marta-Riohacha Highway; Yaguara (93 yd.) Hobo-Yaguara Highway; Las Ceibas (109 yd.) Espinal-Neiva Highway; and Pasa del Comercio (109 yd.) Cali-Palmira Highway.

The bridges may be designed with a metal or pre-stressed concrete superstructure; the lower structures may contain metal reinforcement or they may be planned in concrete, in accordance with the design.

Bids will be accepted for the financing and construction of all the works or separately for either the bridges or the dismountable structures only.

Bidders should submit their specific offer to finance the works, indicating the form of payment, and so forth; the financing interest rate may not be over 6.6% yearly. The minimum time for the Colombian Government to make payment of this debt will be 10 years.

Bid deadline is Dec. 10 before 3 p.m. Bids should be submitted to: Oficina del Director, Ministerio de Obras Publicas, Centro Administrativo Nacional, Oficina 422, Avenida de Eldorado, Bogota.

Specifications are available for $83.50 (or at the current free market rate of exchange) from the above.

Rice milling machines sought

An AID-sponsored organization would like to contact suppliers of rice milling machines for use in a cooperative scheme to mechanize rice harvesting, initially in Nigeria's Eastern Region, and ultimately in the entire country.

Individual machines should have a capacity for processing 4 tons of polished rice in 8 hours.

The potential market is for 100 machines to process 80,000 tons annually. Price quotations are requested.

Write: Mr. Kenneth P. Sheldon, Industrial Adviser, USAID, Industrial Development Centre, Owerri, Eastern Nigeria.

Bids sought by Korea on various commodites

The Korean Government has issued Invitation No. KFX-5127-N, P.R. No. 65-G-62, for bids on various commodities which are to be discharged at Pusan.

Items called for include tin ingot, 33.5 m.t.; antimony metal, 20.8 m.t.; rolled steel boiler plate, 130 P/C; carbon steel axle, 60 each; structural steel plate, 86 m.t.; transistors for fluorescent lamps of passenger car, 3,300 each; graphite electrode bar and nipple, 70 pcs. each; wire electrode and welding flux, approx. 1 m.t. each; parts for air heater, 665 each; Shell railroad oil 31-A, or equivalent, 435,900 ltr.; lubricating oil for air compressor crank case, 11,500 ltr.; Shell turbo oil 37, or equivalent, 14,000 ltr.; Shell Nassa lubricating compounded steam cylinder oil J.85, or equivalent, 78,500 ltr. and Shell Alvania grease No. 2, or equivalent, 7,000 kg.

Bid deadline is 2 p.m. (Korean standard time) Nov. 9. Bids must be firm for 21 days after the opening. Bids should be submitted to the Office of Supply, Government of the Republic of Korea, Seoul, Korea.

Copies of specifications and other pertinent information are available to firms located in the U.S. from the Department of Commerce, Miscellaneous Metals & Minerals Division, BDSA-6390, Washington, D.C. 20230. Telephone: 202-WO 7-2421.

Libya to widen 193 miles of highways; seeks bids

The Roads Department of Libya's Ministry of Communications is seeking bids to widen approximately 193 miles of the Tripoli to Bugrain highway.

Bids should be submitted in a sealed envelope bearing the tender No. 691 and title (Widening the Tripoli to Bugrain Highway) by 10 a.m., Dec. 13 to the Secretary, Central Tenders Board, Ministry of Finance, Shara Shatt, Tripoli.

A guarantee of $140,000 is required in the form of a check or letter valid for three months, issued by a Libyan Bank and payable to the Secretary of the Central Tenders Board. The successful bidder will be required to deposit 10% of the tender value upon signing of the contract.

Other specified requirements on this road project are detailed in previous road improvement projects. (INTERNATIONAL COMMERCE, Oct. 11, p. 17).

E. Pakistan issues tender for electrical equipment

The Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca, East Pakistan, has issued tender No. S-10/109(65-66), for power and electrical equipment to be installed in various locations: Three stationary diesel generators, 10 hp., 1800 r.p.m., 2 cylinder, 4 cycle, 5 kw, 125 v.; 6 diesel generators, 20 kw, 230 v., single phase, 50 cycle; 5 light plants, single cylinder; 2 portable air compressors, 15 CFM; 2 battery chargers, 230 v.; 4 centrifugal pumps, 10 to 65 r.p.m., head up to 110 ft.; 4 platform scales, 1,000 lb. capacity; 2 portable platform scales, 50 lb. capacity.

Bid deadline is Dec. 7.

One copy of the specifications is available for review only, not for loan, in the Power & Electrical Equipment Division, Room 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4241.

Brazil requests bidding applications on cranes

Usinas Eletricas do Paranapanema S.A. (USELPA), Avenida Casper Libero 390, Caixa Postal 6526, Sao Paulo, is seeking applications from those wishing to be considered for selection as invited bidders on two portal cranes, 200 ton capacity each.

Applications are being accepted until Nov. 10 at the above address. The following information is required:

Proof of experience in the manufacture of portal cranes of large capacity.

List of orders presently being executed and programs for delivery up to 1963.

List and proof of portal cranes manufactured in the last 5 years, with capacities and characteristics similar to those of the subject portal-cranes.

Description of facilities and resources for manufacturing and testing of portal cranes.

List of chief personnel for planning and manufacturing and description of their experience in the field of portal-cranes of high capacity.

Latest balance sheet.

USELPA will deal with only parent companies, their subsidiaries, or branches, or representatives.

Additional copies of the above listed requirements are available to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

South African firm seeks turnkey chemical plant

Medical and Hospital Supplies (Pty) Ltd., a South African firm, is considering the purchase on a "turnkey" basis of a plant having a monthly capacity of 25 tons of calcium hypochlorite in granular form. The plant would be operated five days a week, one eight-hour shift per day.

The firm now is engaged in the distribution of medical and hospital supplies and the manufacture of medical preparation and paint, but plans to expand by manufacturing calcium hypochlorite in granular form for treating water for swimming pools.

Write: Medical and Hospital Supplies (Pty) Ltd., Medhope Bldg., 315 Bloed St., P.O. Box 130, Pretoria, Transvaal, South Africa.

A World Trade Directory Report on this firm, dated July 13, 1965, is available from the Commercial Intelligence Division, Department of Commerce, Washington, D.C. 20230.

Uruguay suspends bids on hydroelectric project

UTE, the Uruguayan public utilities entity, has suspended the call for bids on Licitacion No. 5525/64 to build the 300,000 kw. Palmar Hydroelectric Plant.

UTE, in accordance with World Bank agreements, will inform interested parties of revisions in the call for bids.

The project will be divided into several components.

Iraq in market for sound recording studio equipment

The Directorate of Contracts and Purchases, Ministry of Defense, has issued tender No. Misc/19/1965 calling for various pieces of sound recording studio equipment.

Among the items wanted are microphones, booms and stands, portable and studio type tape recorders for 17.5 and 35 mm tapes, magnetic film dubber, optical sound recorder for 16 and 35 mm, and a double system synchronizing projector and a 4/1 channel mixing console.

The successful bidder will be responsible for installation in existing buildings.

Bid deadline is Nov. 20.

Copies of the tender documents may be obtained from the Office of the Military Attache, Embassy of Iraqi, 3510 Garfield St., NW., Washington, D.C. 20007. Telephone: 202-333-4028.

Loan copies of the tender documents are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Pakistan issues tender for turbines, condensing plant

The Directorate of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca, has issued tender No. S-10/78(65-66) for 8 steam turbines (impulse type) 5 b.h.p. (10 kw) 220 v., 3,000 r.p.m. witah auxiliary equipment; 7 surface condensing plants, 50 sq. ft. of cooling surface with electric motor, 1 hp., 250 v., single phase, 50 cycle; three two state air compressors with tanks and 5 hp. motor, 440 v., 50 cycle, 3 phase.

Bid deadline is Dec. 1.

One copy of the tender is available for review only, not for loan, in the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4241.

Greece extends bid deadline

The School Buildings Organization, 14 Feidiou St., Athens, has extended the bid deadline for the supply and installation of 160 prefabricated school buildings from Oct. 20 to Nov. 20. They also have extended the delivery time from 120 calendar days to 150 calendar days. (INTERNATIONAL COMMERCE, Oct. 11, p. 17).

A translation of the Greek tender documents will be available for review to interested bidders in the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington, D.C.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- **● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.**
- **★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.**
- **WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.**

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field crop farms

FRANCE—Ladino white clover (trifolium repens); alsike clover; dwarf white clover; timothy grass. Ets. Loiseau Freres (importer, exporter), 15 bis, Place de l'Eperon, Le Mans (Sarthe). WTD 10/11/65.

161 Highway, street construction

● **LIBYA**—Three Government tenders for three road construction projects. Deadline for 3 projects is Nov. 8; tender No. 727 is for road from Ein-Mara to Sarsara; tender No. 729 is road from Tmisda to Masgura and tender No. 731 is for construction of road from Messa to El Hania. President, Central Tenders Board, Ministry of Finance, Tripoli.

162 Heavy construction

● **PERU**—Construction flat rolling mill, ("Planta de Laminacion de Productos Planos") at Chimbote Steel Plant, Department of Ancash for Corporacion Peruana del Santa, Sociedad Siderurgica de Chimbote S.A. "Sogesa," Tacna 543, Lima. International tender with financing, deadline 3 p.m., January 31, 1966, completion expected in 30 months. Base budget is $42.2 million. Specifications available for U.S. $280 from above authority.

195 Small arms

FINLAND—Shotguns, hunting rifles, ammunition, related items. Requests full details, prices, terms. Direct purchase or agency. Oy

K. Hjorth Ab (importer, wholesaler, retailer, agent), Hameenpuisto 33, P.O. Box 1007, Tampere 3. WTD 10/8/65.

201 Meat products

FRANCE—Frozen meat offals, particularly first-grade beef tongues. Direct purchase and agency. A. L. Dessau & Cie. (importer, exporter, manufacturer), 38 Rue du Louvre, Paris Ier. WTD 10/11/65.

203 Canning, preserving foods

FRANCE—Canned food products: U.S. specialties. Titeux-Export (importer, exporter, sales agent), 32 Avenue de l'Opera, Paris 1. WTD 10/8/65.

★★ PERU—Trade Mission

Prepackaged dehydrated foods. Uruma S.A. (importer, wholesaler), Av. Aviacion 260, La Victoria, Lima. WTD 8/28/64. TM 113.

SWEDEN—Coffee roastery and distributor seeks some high or medium priced products suitable to combine with present activities for sales to food stores. Direct purchase and agency. Triangel Kaffe AB, Kvartersgatan 3B, Goteborg C. WTD 8/20/65.

204 Grain mill products

FRANCE—Minute rice: converted rice. Titeux-Export (importer, exporter, sales agent), 32 Avenue de l'Opera, Paris 1. WTD 10/8/65.

★★ THAILAND—Trade Mission

Balanced supplement feeds for cattle and other livestock; requests replies from manufacturers. Direct purchase and agency. Thunyaratana Co., Ltd. (farm, importer), 109/1 Petchburi Rd., Opp. German Embassy, Bangkok. WTD 8/2/65. TM 24.

220 Textile mill products

★★ PERU—Trade Mission

Fabrics of cotton, silk, wool to upholster household furniture. Antonio Chong Shing (importer, wholesaler, retailer), Plaza de Armas 31, Sullana (Piura). WTD in preparation. TM 206.

221 Broad woven fabric mills, cotton

FINLAND—Cotton fabrics, for use in manufacturing men's shirts, women's dresses, underwear. Requests full details, samples, prices, terms. Kutomo ja Neulomo Oy (manufacturer, importer), Savonkatu 53, Lahti. WTD 10/6/65.

225 Knitting mills

FINLAND—Knit fabrics, specialty yarns, for use in manufacturing men's and women's underwear. Requests full details, samples, prices, terms. Kutomo ja Neulomo Oy (manufacturer, importer), Savonkatu 53, Lahti. WTD 10/6/65.

227 Floor covering mills

LIBERIA—Carpets and rugs. Requests catalogs, brochures; quotations cif Monrovia preferred, fob acceptable. United Liberia Rubber Co. (retailer, wholesaler), P.O. Box 51, Monrovia, WTD in preparation.

228 Yarn, thread mills

FINLAND—Nylon yarn, 20-40 den., for warp machines; cotton yarn, supercarded, 1/16, 1/30, 1/36, 1/40. Requests full details, samples, prices, terms, cif Helsinki.

Specialty yarns, for use in manufacturing men's shirts and underwear, women's dresses and underwear. Requests full details, samples, prices, terms. Kutomo ja Neulomo Oy (manufacturer, importer), Savonkatu 53, Lahti. WTD 10/6/65.

229 Textile goods

NETHERLANDS—Artificial vinyl leather for shoemaking, upholstery, clothing industries. Direct purchase and agency. Firma Gebr. de Ruyter (importer, wholesaler, exporter, commission merchant), 14 Tuinstraat, P.O. Box 102, Waalwijk, WTD 2/18/65.

251 Household furniture

FRANCE—Early American furniture. Chabrieres & Compagnie (importer, dealer), 50 Rue Breteuil, Marseille (B. du R.). WTD in preparation.

LIBERIA—Living room furniture, upholstered; dining room, bedroom furniture; accessory furniture; tables. United Liberia Rubber Co. (retailer, wholesaler), P.O. Box 51, Monrovia. WTD in preparation.

262 Paper mills

PHILIPPINES—Newsprint. Kraft bag paper. Direct purchase and agency. Mr. John Huang, Royal Globe Corp. (importer, wholesaler, indenter), 503 Bank of PI Bldg., Plaza Cervantes, Manila. WTD 8/16/65.

263 Paperboard mills

PHILIPPINES—Liner board. Direct purchase and agency. Mr. John Huang, Royal Globe Corp. (importer, wholesaler, indenter), 503 Bank of PI Bldg., Plaza Cervantes, Manila. WTD 8/16/65.

264 Converted paper, paperboard products

NETHERLANDS—Vinyl coated paper or cellulose board for boxmaking industries. Direct purchase and agency. Firma Gebr. de Ruyter (importer, exporter, wholesaler, commission merchant), 14 Tuinstraat, P.O. Box 102, Waalwijk. WTD 2/18/65.

PHILIPPINES—Solid bleached coated board. Printing paper. Coated paper. Direct purchase and agency. Mr. John Huang, Royal Globe Corp. (importer, wholesaler, indenter), 503 Bank of PI Bldg., Plaza Cervantes, Manila. WTD 8/16/65.

275 Commercial printing

AUSTRALIA—Colored postcards suitable for tourist trade and gift shops. Arthur Shepherd & Co. (importer), Foreign Trade Division, 661 George St., Sydney, N.S.W. WTD 10/12/65.

281 Industrial chemicals

BRAZIL—Basic industrial chemicals in bulk (not compounds); direct purchase or agency; quotations Rio de Janeiro. SITAM—Sociedade Interamericana de Materias Primas Ltda., Avendia Presidente Vargas 542, 16° andar, salas 1603/1604, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 10/8/65.

FINLAND—Anti-corrosion chemicals for use in manufacturing iron and glass light fixtures. Requests full details, prices, terms. Oy Lival Ab (manufacturer, importer, exporter, wholesaler), Hallituskatu 17 B, Helsinki. WTD 10/13/65.

FRANCE—Crude chemicals; basic industrial inorganic and organic chemicals; electrolytic products. Direct purchase and agency. Jean-Pierre Lemaitre (importer, wholesaler), 74 Rue Saint-Romain, Rouen (S.M.). WTD 9/24/65.

Tetraethyl lead compound, yellow colored, for leading automobile gasoline. Compagnie Francaise de Raffinage (manufacturer), 5 Rue Michel Ange, Paris 16e. WTD 4/9/64.

Crude chemicals; basic industrial inorganic and organic chemicals; organic solvents; organic and inorganic pigments; synthetic organic dyes. Direct purchase and agency. Societe Diffeurop (importer, wholesaler), 15 Rue Belzunce, Paris 10. WTD 4/30/65.

GERMANY—Aircraft cleaning and polishing compounds, lubricants, aircraft material preservative, other chemicals for aircraft industry. Chemische Fabrik Freising (manufacturer, importer, wholesaler), 4 Klebelstrasse, 805 Freising. WTD 10/8/65.

282 Synthetic materials

FRANCE—Synthetic resins; plastic materials such as silicones, polyesters. Direct purchase and agency. Societe Diffeurop (importer, wholesaler), 15 Rue Belzunce, Paris 10. WTD 4/30/65.

NETHERLANDS—Synthetic rubber for clothing, upholstery, shoemaking industries. Direct purchase and agency. Firma Gebr. de Ruyter (importer, exporter, wholesaler, commission merchant), 14 Tuinstraat, P.O. Box 102, Waalwijk. WTD 2/18/65.

283 Drugs

BRAZIL—Bulk organic and inorganic chemicals and their derivatives for manufacture of pharmaceutical products; direct purchase or agency; quotations Rio de Janeiro. SITAM—Sociedade Interamericana de Materias Primas Ltda. Avendia Presidente Vargas 542, 16° andar, salas 1603/1604, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 10/8/65.

● **CEYLON**—Sodium amino-salicylate B.P. 0.5 gr., enteric coated and not sugar coated, 100 million tablets; streptomycin sulfate B.P., each vial containing 5 grs. of streptomycin base, 200,000 vials; and combination of isoniazid and thiacetazone, each tablet containing 75 mgm isoniazid and 37.5 mgm thiacetazone. Bid deadline, Dec. 21. Chairman, Tender Board, Dept. of Health, 355 Deans Rd., Colombo 10. Copies of tender may be obtained on loan basis by firms domiciled in the U.S. from the Chemicals & Allied Products Division, BDSA-6260, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-3394).

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

● **BURMA**—Supply of 52,000 packages of lavatory cleanser, powder form, in 12 oz. tin containers. Tender No. 7/P-7/65-66, bid deadline Dec. 6. Divisional Manager, Household Goods Division, People's Stores Corp., 34 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-2067).

● Supply of 47,000 packages of scouring powder for removing dirt and oily substances, in 18½ oz. tin containers. Tender No. 8/P-7/65-66, bid deadline Nov. 30. Divisional Manager, Household Goods Division, People's Stores Corp., 34 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-2067).

285 Paints, varnishes, lacquers, enamels

FINLAND—Chemicals for manufacture of paints. Requests full details, prices, terms.

Winter Osakeyhtio (manufacturer, exporter), Epila. WTD 10/14/65.

289 Chemical products

AUSTRALIA—Laundry and dry cleaning supplies. Direct purchase and agency. Robert Bryce & Co. Ltd. (importer, manufacturer, wholesaler), 18-22 Collins St., Melbourne, Victoria. WTD 8/6/65.

FINLAND—Chemicals for manufacture of printing inks. Requests full details, prices, terms. Winter Osakeyhtio (manufacturer, exporter), Epila. WTD 10/14/65.

PHILIPPINES—Potassium chlorate, 99.8%/100%, packed in 50-kilo steel drums. Gotao & Co., Inc. (importer, retailer, wholesaler, manufacturer, indenter), c/o Mr. N. G. Sotto, President & General Manager, 55-57 Plaridel St., Cebu City. WTD 8/14/64.

291 Petroleum refining

ECUADOR—Paraffin waxes for candle manufacturing. Requests quotations cif Guayaquil; replies in Spanish. Direct purchase and agency. Fabrica de Velas Tungurahua (manufacturer), Casilla 51, Ambato. WTD in preparation.

301 Tires, inner tubes

LIBYA—Rubber tires for tractors, automobiles, motorcycles. Direct purchase and agency. Mohammed Abdel Salam Shaafi (importer, retailer), Sharia Maarri, P.O. Box 872, Tripoli. WTD 9/23/65.

306 Fabricated rubber products

BAHRAIN—Automotive fan belts, hoses. Kavalani & Sons (importer, wholesaler, retailer), P.O. Box 71, Manama. WTD 8/23/65.

307 Plastic products

BRAZIL—Plastic tapes for street marking; direct purchase or agency; quotations Rio de Janeiro. SITAM—Sociedade Interamericana de Materias Primas Ltda., Avenida Presidente Vargas 542, 16° andar, salas 1603/1604, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 10/8/65.

FRANCE—Plastic moldings, for the trade. Direct purchase and agency. Societe Diffeurop (importer, wholesaler), 15 Rue Belzunce, Paris 10. WTD 4/30/65.

Teflon pipes, temperature and high-pressure resistant (200° C, 30 kg.); inner diameter 5 mm.; outer diameter 10 mm. Chabrieres & Compagnie (importer, dealer), 50 Rue Breteuil, Marseille (B. du R.). WTD in preparation.

HONG KONG—Vinyl upholstery and decorative products. Wo Fung Co. (importer, wholesaler, retailer, commission merchant, selling agent), 196 Wellington St., Hong Kong. Cable: WOFUPITO. WTD 10/8/65.

NEW ZEALAND—Plastic traffic marking tape. Mr. J. Wren, Manager, James Wren & Co. Ltd. (manufacturers), P.O. Box 527, Dunedin. WTD 10/11/65.

SOUTH AFRICA—White vinyl plastic traffic markings; exclusive agency. Albion Machinery Co. (Pty) Ltd. (importer, merchant), P.O. Box 10757, Johannesburg. WTD 7/23/65.

311 Leather tanning, finishing

NETHERLANDS—Leather for clothing, upholstery, shoemaking industries. Direct purchase and agency. Firma Gebr. de Ruyter (importer, exporter, wholesaler, commission merchant), 14 Tuinstraat, P.O. Box 102, Waalwijk. WTD 2/18/65.

317 Handbags, personal leather goods

TRINIDAD—Women's handbags and purses, all types. Harper's (importers, wholesalers, retailers), 16 Frederick St., Port of Spain. WTD 6/9/65.

321 Flat glass

● **BURMA**—100,000 sheets of clear sheet glass, 36″ x 48″ x 2mm thick; 200,000 sheets, 36″ x 48″ x 3mm thick. Tender No. CS/15/1/65-66 (TRADE), bid deadline Nov. 9. Division Manager, Construction Stores No. 1 Division, People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-4387).

329 Abrasive, asbestos, nonmetallic mineral products

DENMARK—Technical textiles for filtering and heating plants: asbestos cloth; synthetic fabrics; other materials for same purposes. Filter mats. Direct purchase and agency. Keld Ellentoft (importer, wholesaler), 11 J. G. Smiths alle, Hvidovre. WTD 9/27/65.

331 Steel mill products

● **BURMA**—Steel panel pins, bright, elongated head, round shanks, diamond point: 30 long tons, size range ¼″ to 1″ x 16 ga. Tender No. 7/CS/15/65-66 (TRADE), bid deadline Nov. 15. Peoples Store's Corp., Construction Stores No. 1 Division, St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● Galv. tubing, Class "A", for water: 17,400′ x 4″ dia., 21,700′ x 2″ dia., 10,600′ x 1½″ dia., 45,700′ x 1¼″ dia., 355,800′ x 1″ dia. and 518,400′ x ¾″ dia. Tender No. 9/CS/15/65-66 TRADE), bid deadline Nov. 15. People's Store's Corp., Construction Stores No. 1 Division, St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● **SUDAN**—600 mt hard foundry coke. Approximate analysis: ash 9% volatile 1% fixed carbon 90%; sulphur 85%, ash fusion (in reducting atmosphere) 1460% C., calorific value 12740 B.T.U.S., moisture 2%, hatter test not less than 92″ over 1½″, screened over 3½″ mesh. Contract No. 3356, bid deadline Nov. 22, with 2% deposit. Office of Controller of Stores, Atbara or Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James' London S.W.1.★ (Telephone: 202-WO 7-4685).

333 Primary smelting, refining of nonferrous metals

FRANCE—Copper. Ets. Michel Racine (manufacturers and wholesalers of nonferrous metals), 228 bis, Rue du Landy, St. Denis (Seine). WTD 5/19/65.

● **PAKISTAN**—8,830 cwts. pig lead to D.G.S. & D. Specification No. G/Metal/33. Tender No. P-7/164-A/2/65, bid deadline Nov. 9. Pakistan Western Railway, Head Quarters Office, Empress Rd., Lahore★ (Telephone: 202-WO 7-2298).

335 Rolling, drawing, extruding of nonferrous metals

● **IRAN**—12,000 kgs. babbit, WM5 5% and 2,000 kgs. babbit, WM10 10%. Tender No. 44/102, bid deadline Dec. 1. Iranian State Railways, Procurement & Purchasing Dept., Maydane Rah Ahan, Tehran.★ (Telephone: 202-WO 7-2298).

342 Cutlery, hand tools, general hardware

ECUADOR—Shelf, building, furniture hardware; forged hand tools; cutlery. Catalogs, if available, requested with offers. Direct purchase and agency. Dorlia Cía. Ltd. (importer), Casilla Postal 2715, Quito. WTD 12/17/64.

FINLAND—Fishing or hunting knives, axes, related camping or outdoor sports tools and equipment. Requests full details, prices, terms. Direct purchase or agency. Oy K. Hjorth Ab (importer, wholesaler, retailer, agent), Hämeenpuisto 33, P.O. Box 1007, Tampere 3. WTD 10/8/65.

FRANCE—Tools for glass and mirrors. Direct purchase and agency. Etablissements Adler (importer, wholesaler), 102 Faubourg Saint-Denis, Paris 10. WTD 9/17/64.

Ironmongery for furniture. Ets. J. Bechu (wholesaler), 136 Blvd. Diderot, Paris 12. WTD 7/1/64.

Joiners' tools; other hand tools, particularly garden tools. General hardware. A. Gueury (importer, wholesaler), 44 Blvd. de la Bastille, Paris 12. WTD 5/10/65.

Hand tools, saws, emery wheel rectifiers. Direct purchase and agency. S.A. Alfred Herbert (importer, dealer), 1 & 3 Rue du Delta, Paris 9. WTD 10/20/64.

Garden hand tools, particularly interested in newly designed types. Direct purchase and agency. Mousset Frères (manufacturer, wholesaler), 77 Blvd. Voltaire, Paris 11. WTD in preparation.

Hand tools, for general mechanical uses and for automobiles; cutting tools. Direct purchase and agency. Societe Commerciale d'Outillage Moderne (S.C.O.M.) (importer, sales agent), 14/16 Rue Clement Bayard, Levallois-Perret (Seine). WTD in preparation.

● **IRAQ**—Supply of various types, sizes and quantities of tools, including drills, pliers,

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousaac-Sogn Building. Phone: 272-6331.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4343.

SALT LAKE CITY, UTAH, 84111, 2235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

wrenches, screwdrivers, shovels, hammers, spanners and bits. Tender No. Tawzee/40/1965, bid deadline Nov. 21. Copies of specifications available for $2.80 from Administration of Distribution of Oil Products, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-5589).

● Various quantities of high tensile wire cutters, crimpers, rope. Tender No. INQ/65/DME/10, bid deadline Dec. 4. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5589).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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343 Heating apparatus, plumbing fixtures

FRANCE—Gas heaters, room. A. Gueury (importer, wholesaler), 44 Blvd. de la Bastille, Paris 12. WTD 5/10/65.

● **IRAQ**—Supply of 150 steel bodies and side plates for oil burners. Tender No. ORD/74/1965, bid deadline Nov. 20. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202—WO 7-5345).

● **LIBYA**—Central heating system, government buildings at Beida. Tender No. 723, bid deadline Nov. 29, guarantee U.S. $28,000. Specification obtainable for $56 from Secretary Central Tenders Board, Ministry of Finance, Shari Shatt, Tripoli. Tender notice only available.★ (Tel: 202-967-3601).

345 Screw machine products

FRANCE—Bolts and nuts. Direct purchase and agency. L. Prud'Homme & Fils (importer), 6 Rue Dieu, Paris 10. WTD 7/28/65.

348 Fabricated wire products

FINLAND—Wire ties, clips, related items. Requests descriptive literature, price lists; direct purchase or agency. Insinooritoimisto Sahkotyo Oy (importer, wholesaler, agent), Hameenkatu 28, Tampere 3. WTD 10/28/64.

349 Fabricated metal products

FRANCE—Metal gadgets and novelties. Chabrieres & Compagnie (importer, dealer), 50 Rue Breteuil, Marseille (B. du R.). WTD in preparation.

351 Engines, turbines

FINLAND—Marine engines for ships or boats; requests descriptive literature, price lists; direct purchase or agency. Oy Maritim Ab (wholesaler, importer, commission agent), Veneentekijantie 1, P.O. Box 7030, Helsinki. WTD 2/2/65.

352 Farm machinery

FRANCE—Farm machinery, such as light-duty tillage equipment, wheel type and other, including cultivators and rotary hoes (houes-bineuses), wing and disk hoes, subsoilers, harrow plows. Export and agency. Requests replies in French. Marcel Ayroles (Etablissements) (dealer), 316 Avenue des Etats-Unis, Toulouse, Haute-Garonne. WTD 10/4/65.

HONDURAS—7 scrapers to be used with Caterpillar D-6 tractors or equal. 20 farm tractors with plow and rake, John Deere 2010 or equal. Requests quotations cif Puerto Cortes; replies in Spanish. Ing. Roger Salinas S., Director General de Incorporacion Agraria, Ministerio de Recursos Naturales, Tegucigalpa, D. C.

353 Construction, mining, materials handling machinery, equipment

HONDURAS—8 tractors, Caterpillar D-6 or equal, with bulldozer and winch; 1 motor grader, Caterpillar 12 or equal. Requests quotations cif Puerto Cortes; replies in Spanish. Ing. Roger Salinas S., Director General de Incorporacion Agraria, Ministerio de Recursos Naturales, Tegucigalpa, D. C.

LIBYA—Oilfield drilling equipment. Direct purchase and agency. Mohammed Abdel Salam Shaafi (importer, retailer), Sharia Maarri, P.O. Box 872, Tripoli. WTD 9/23/65.

● **NEW ZEALAND**—Supply and delivery of one 70-ton capacity, four motor, electric overhead traveling crane. Tender No. 475, bid deadline Dec. 14. New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-WO 7-5589).

354 Metalworking machinery

FINLAND—Automobile washing-drying units, automatic preferred. Requests full details, prices, terms. Direct purchase and agency. Sawilco Oy (importer, distributor, sales agent), Lonnrotinkatu 15A, Helsinki. WTD 10/13/65.

FRANCE—Machine tools, metal cutting and metal forming types. Direct purchase and agency. Jean-Pierre Lemaitre (importer, sales agent), 74 Rue Saint-Romain, Rouen (S.M.). WTD 9/24/65.

Power-driven hand tools; electric and pneumatic tools. Direct purchase and agency. Societe Commerciale d'Outillage Moderne (S.C.O.M.) (importer, sales agent), 14/16 Rue Clement Bayard, Levallois-Perret (Seine). WTD in preparation.

Machine tools, metal cutting and metal forming types. Direct purchase and agency. Societe Interlandia (importer, 63 Avenue Marceau, Paris 8. WTD 9/28/65.

Power driven hand tools. Direct purchase and agency. Societe Interlandia (importer), 63 Avenue Marceau, Paris 8. WTD 9/28/65.

Machine tools; tools and accessories for machine tools. Direct purchase and agency. Societe Commerciale d'Outillage Moderne (S.C.O.M.) (importer, sales agent), 14/16 Rue Clement Bayard, Levallois-Perret (Seine). WTD in preparation.

TAIWAN—Machinery and equipment to draw, coat, cut and pack steel wire rods of the highest quality, with superior coating. Miss Juliett Ling (importer, agent), Grace & Juliett Co., Inc., 44 Nanking East Rd., Section 1, Taipei. WTD 3/19/64.

THAILAND—Wide variety of motor car tools and hand tools. Requests catalogs, quotations cifc 5% Bangkok. Direct purchase and exclusive agency. Gergroco Agencies Ltd. Partnership (commission agent, indenter), 38/15 Soi Roong Tiva, Lad Phrao Rd., P.O. Box 2203, Bangkok. WTD 9/16/65.

355 Special industry machinery

AUSTRALIA—Electroplating and metal finishing equipment and supplies. Direct purchase and agency. Robert Bryce & Co., Ltd. (importer, manufacturer, wholesaler), 18-22 Collins St., Melbourne, Victoria. WTD 8/6/65.

FINLAND—Composition room automatic equipment of new labor-saving design. Offset newspaper printing machines, equipment, supplies, related products. Requests full details, prices, terms. Maaseutulehtien Oy (importer, wholesaler), Liisankatu 17 B, Helsinki 17. WTD 10/7/65.

Industrial instruments especially designed for use in pulp and paper processing, all types and particularly new products. Requests full details, prices, terms. Direct purchase or agency. Insalko (importer, wholesaler, commission merchant, agent), P. Esplanaadinkatu 25 B, P.O. Box 45, Helsinki. WTD 8/24/65.

Suspension bellows for paper-making machinery. Requests full details, price. Oy Tampella Ab, Engineering Works, Tampere. WTD 5/24/65.

Lamp shade manufacturing machinery, equipment, supplies. If electric must be adaptable to use on 220 v., 50 cycle a.c. current. Requests full details, prices, terms. Oy Lival Ab (manufacturer, importer, exporter, wholesaler), Hallituskatu 17 B, Helsinki. WTD 10/13/65.

FRANCE—Food processing machinery and equipment. Titeux-Export (importer, exporter, sales agent), 32 Avenue de l'Opera, Paris 1. WTD 10/8/65.

● **INDIA**—Supply of one rotary letterpress printing machine, one guillotine paper cutting machine, two wire stitching machines. Tender No. 407/45/067/2-8-65/PL, bid deadline Nov. 12. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tenders available for $2.10 from the India Supply Mission (Ref. No. D/ENQ/1896), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.★ (Telephone: 202-WO 7-5589.)

ITALY—Wishes to import for its own use fully automatic bottle capping and crowning machines. Sicilvetro S.p.A. (manufacturer), 1 Via Salinella, Marsala (Trapani). WTD 10/12/65.

NEPAL—Tanning machinery, complete plant equipped with all accessories including diesel-engine driven power generating set and spare parts to produce initially 100,000 pieces of standard commercial leather per year, chrome tanned and multi-colored, from water buffalo, cow, other hides and skins. Catalogs, specifications, terms of payment c.i.f. Calcutta, technical and other advice desired. Ram Bahadur Thapa, Battisputali, Kathmandu. WTD in preparation.

Complete chipboard plant to produce initially 10-12 metric tons per 8-hr. day; including diesel-engine power generating set and spare parts. Catalogs, specifications, terms of payment c.i.f. Calcutta, technical and other advice desired. Ram Bahadur Thapa (producer), Battisputali, Kathmandu. WTD in preparation.

★★ **PERU—Trade Mission**

Machinery to manufacture household furniture. Antonio Chong Shing (importer, wholesaler, retailer), Plaza de Armas 31, Sullana (Piura). WTD in preparation. TM 205.

● **TURKEY**—Supply of 20,000 regular tungsten, double-edged hacksaw blades. Tender No. 965/3071, bid deadline Dec. 15. Materials Purchasing Dept., Turkish Maritime Bank, Istanbul.★ (Telephone: 202-WO 7-5589.)

356 General industrial machinery

FINLAND—Household exhaust and ventilating fans, must be for 220 v., 50 cycle, a.c. current. Requests full details, prices, terms. Oy Lival Ab (manufacturer, importer, exporter, wholesaler), Hallituskatu 17 B, Helsinki. WTD 10/13/65.

Industrial air conditioning and heating machinery equipment. Requests descriptive literature, full details. Rauma-Repola Oy (manufacturer, importer, exporter), Att.: Mr. Reijo Salminen, Manager, Valko Design Division, Snellmaninkatu 13, Helsinki. WTD 8/18/65.

FRANCE—Mechanical power transmission equipment: transmission gears, V-belts, freewheels. Direct purchase and agency. L. Prud'Homme & Fils (importer), 6 Rue Dieu, Paris 10. WTD 7/28/65.

Paint spraying outfits and accessories. Chabrieres & Compagnie (importer, dealer), 50 Rue Breteuil, Marseille (B. du R.). WTD in preparation.

357 Office, computing, accounting machines

FINLAND—Computer components. Requests descriptive literature, price lists; direct purchase or agency. Insinooritoimisto Sahkotyo Oy (importer, wholesaler, agent), Hameenkatu 28, Tampere 3. WTD 10/28/64.

Computing machines, related products, preferably electronic. Requests full details, prices, terms. Direct purchase or agency. Radiotukku Oy (importer, wholesaler, commission agent), Erottajankatu 15-17, Helsinki. WTD 10/7/65.

358 Service industry machines

FINLAND—Industrial dehumidifiers, particularly machinery, equipment for use in pulp and paper processing operations. Requests descriptive literature, full details. Rauma-Repola Oy (manufacturer, importer, exporter), Attn.: Mr. Reijo Salminen, Manager, Valko Design Division, Snellmaninkatu 13, Helsinki, WTD 8/18/65.

IRAQ—Air conditioners, household; 220 v., 50 cycles. Direct purchase and agency. Haj Fathi Chakmakchi & Sons Co., (importer, wholesaler, retailer, agent), 64-1 Haiderkhana, Rashid St., Baghdad. WTD 9/30/65.

361 Electric transmission, distribution equipment

● **AUSTRALIA**—Supply and supervision of erection of one 80 mva, 138.6/11kv, three phase, 50 cycle transformer with outdoor bushing terminals. Tender No. E.527, bid deadline Feb. 23, 1966. Controller of Stores, Snowy Mountain Hydro-Electric Authority, (SMA) P.O. Box 332, Cooma North, N.S.W. Copy of specifications available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● **CANADA**—Design and supply of 18 current transformers for switchyard at Portage Mountain Development—Contract No. 51; 21 current transformers for substations—Contract No. CQ-1895. Bid deadline for both Dec. 7. Tender forms and specifications available from the British Columbia Hydro & Power Authority, 970 Burrard St., Vancouver, B.C.

● **INDIA**—Supply of two 30 MVA and one 15 mva, 132 kv transformers. Tender No. CEBT 88/65 (Kothagundem Project), bid deadline Dec. 17. Chief Engineer, Electricity Board, Khairatabad Post, Hyderabad—4. Copy of specifications available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● Supply and erection of 220kv/-32kv, 100 mva auto transformers; 220 kv, 132 kv and 66 kv outdoor switchgear; indoor switchgear and other related equipment. Tender No. CEBT 91/65 (Kothagundem Project) bid deadline Dec. 13. Tender fee $10.75 payable in advance. Chief Engineer, Electricity Board, Khairatabad Post, Hyderabad—4. Copy of specification available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

TRINIDAD—Instruments for testing internal combustion engines. Direct purchase and agency. Laughlin & De Gannes Ltd. (importers, wholesalers, retailers, agents), 44 New St., Port of Spain. WTD 8/25/65.

362 Electrical industrial apparatus

● **EAST PAKISTAN**—Three motor generator sets 200 amp., 32-50 v, D.C./motor and switchgear, bid opening Nov. 9; three motor generator sets 400 amp., 32-50 v, D.C./motor and switchgear, bid opening Nov. 11; two 100 kva transformers and two switchboard panels, bid opening Nov. 13. Tender No. P&D-111/IDA/ELEC/65. The Secretary, East Pakistan Railway Board, Railway Bldg., Chittagong East Pakistan. One set of specifications available for review only, not for loan in Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

FINLAND—Variable speed electric motors, for 50 cycle, 220 v., a.c. current. Requests descriptive literature, price lists; direct purchase or agency. Insinooritoimisto Sahkotyo Oy (importer, wholesaler, agent), Hameenkatu 28, Tampere 3. WTD 10/28/64.

363 Household appliances

ECUADOR—All types of household electric ware: liquefiers, toasters, waffle irons, sandwich grills, fry-pans, broilers, cleaning and heating equipment, portable ovens. Particularly interested in new or unusual items. Requests catalogs with offers. Direct purchase and agency. Dorlia Cía. Ltda. (importer), Casilla Postal 2715, Quito. WTD 12/17/65.

FINLAND—Kitchen and household electric appliances and gadgets. Particularly interested in new products. Must be for 220 v., 50 cycle, a.c. current. Requests full details, prices, terms. Oy Lival Ab (manufacturer, importer, exporter, wholesaler), Hallituskatu 17 B, Helsinki. WTD 10/13/65.

FRANCE—Electric air heaters. A. Gueury (importer, wholesaler), 44 Blvd. de la Bastille, Paris 12. WTD 5/10/65.

IRAQ—Refrigerators, washing machines. Direct purchase and agency. Haj Fathi Chakmakchi & Sons Co. (importer, wholesaler, retailer, agent), 64-1 Haiderkhana, Rashid St., Baghdad. WTD 9/30/65.

364 Electric lighting, wiring equipment

AUSTRALIA—Bulbs, sealed beam, 4½", for 6 and 12 v. automobile spotlights. L. H. Nicholas Pty. Ltd. (importer), 35 Chalener St., Rose Bay, N.S.W. WTD 6/7/65.

● **BURMA**—Supply of 5,000 pressure lanterns and 60,000 spare glass chimneys. Tender No. 5P/-7/65-66, bid deadline Nov. 27. Divisional Manager, Household Goods Division, People's Store Corp., 34 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5345).

LIBERIA—Lamps, all kinds. United Liberia Rubber Co. (furniture retailer and wholesaler), P.O. Box 51, Monrovia. WTD in preparation.

365 Radio, television receiving sets

FINLAND—Radios; television sets; accessories; preferably electronic equipped. Requests full details, prices, terms. Direct purchase or agency. Radiotukku Oy (importer, wholesaler, commission agent), Erottajankatu 15-17, Helsinki. WTD 10/7/65.

FRANCE—Phonograph records, all kinds. "La Polyphonie"—Paul Luttringer (retailer), 116 Cours de Vincennes, Paris 12. WTD 9/29/65.

366 Communication equipment

● **CHILE**—Supply of 2,000 batteries, 72,000 ft. of telephone cable, 12,000 ft. of wire, 2,000 lightning arresters, 20,000 tapes. Tender No. 247, bid deadline Nov. 15. Direccion de Aprovisionamiento del Estado calle Amunategui 66, P.O. Box 24-D, Santiago. Specifications available in Spanish.★ (Telephone: 202-WO 7-4823).

ENGLAND—Electronic and nucleonic apparatus manufacturer seeks complementary instrumentation items in nucleonics, communications and psychological teaching apparatus. Direct purchase and agency. Labgear Ltd., Cromwell Rd., Cambridge. WTD 10/7/65.

FINLAND—Radio and television transmitting, signaling equipment and accessories; other communications units; preferably electronic equipped. Requests full details, prices, terms. Direct purchase or agency. Radiotukku Oy (importer, wholesaler, commission agent), Erottajankatu 15-17, Helsinki. WTD 10/7/65.

● **SOUTHERN RHODESIA**—Supply and supervision of installation of one master controller and a number of local traffic intersection controllers for an interconnected signal system. Tender No. CE25/1965, bid deadline Nov. 23. The Town Clerk, P.O. Box 990, Salisbury.★ (Telephone: 202-WO7-4241).

367 Electronic components, accessories

FINLAND—Electronic equipment and accessories for use in radio or television receiving sets. Requests full details, prices, terms. Direct purchase or agency. Radiotukku Oy (importer, wholesaler, commission agent), Erottajankatu 15-17, Helsinki. WTD 10/7/65.

369 Electrical machinery, equipment, supplies

● **BURMA**—Supply of 600,000 dozen dry cell batteries. Tender No. 1/EL (T)65-66, bid deadline November 19. Government of the Union of Burma, People's Stores Corp., Electrical Division, St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5345).

LIBYA—Automobile batteries, wet and dry. Direct purchase and agency. Mohammed Abdel Salam Shaafi (importer, retailer), Sharia Maarri, P.O. Box 872, Tripoli. WTD 9/23/65.

371 Motor vehicles, motor vehicle equipment

FINLAND—Motor vehicle accessories. Interested in all types but prefers new products, electronic, etc., provided they are adaptable to European automobile makes as well as U.S. vehicles. Requests full details, prices, terms. Direct purchase or agency. Radiotukku Oy (importer, wholesaler, commission agent), Erottajankatu 15-17, Helsinki. WTD 10/7/65.

HONDURAS—5 pick-up trucks, 1.5 ton capac-

ity, with four-wheel drive, winch in front. Requests quotations cif Puerto Cortes; replies in Spanish. Ing. Roger Salinas S., Director General de Incorporacion Agraria, Ministerio du Recursos Naturales, Tegucigalpa, D. C.

★★ PERU—Trade Mission

Two 6-ton chassis; 2 pickup trucks, each with a capacity of 4 cu. yd. Granja San Juan S.A. (chicken farm), Carretera San Juan, Aptdo. 607, Iquitos. WTD in preparation. TM 210.

373 Ship building, repairing

FINLAND—Industrial instruments, equipment for use in ship building activities; especially new products designed to improve use of lathes, machine tools, drill presses, welding units, etc. Requests full details, prices, terms. Direct purchase or agency. Insalko (importer, wholesaler, commission merchant, agent), P. Esplanaadikatu 25 B, P.O. Box 45, Helsinki. WTD 8/24/65.

Machinery, equipment, supplies, related items used in construction or maintenance in ship and boat yards; requests descriptive literature, price lists; direct purchase or agency. Oy Maritim Ab (wholesaler, importer, commission agent), Veneentekijantie 1, P.O. Box 7030, Helsinki. WTD 2/2/65.

★★ PERU—Trade Mission

Surplus, converted ship to carry passengers and cargo on Amazon river, capacity up to 600 tons. Adolfo Morey e Hijos, Ramirez Hurtado 712, Iquitos. WTD in preparation. TM 209.

374 Railroad equipment

● **NEW ZEALAND**—Supply of 17 diesel shunting locomotives (12 of which have a maximum axle load of 10 tons and 5 with axle load of 12½ tons). Tender No. S.65/888/1, bid deadline Jan. 21, 1966. New Zealand Government Railways. Comptroller of Stores' Office, Private Bag, Wellington. Tender documents may be obtained from the New Zealand Senior Trade Commissioner in the United States of America, 1145 19th St. NW., Washington, D.C. 20036.

● Supply of 600 class KP freight cars. Tender No. S.65/682/13, bid deadline Jan. 14, 1966. New Zealand Government Railways, Comptroller of Stores' Office, Private Bag, Wellington. Tender documents may be obtained from the High Commissioner for New Zealand, Haymarket, London, England, or from above issuing authority.

● **SPAIN**—Supply of 20 complete 4-unit diesel rail car sets for the National Railway Company. Bid deadline Nov. 30. Global tender with financing by World Bank. Bids submitted by mail will not be accepted. Sr. Director General de la Renfe, Direccion de Estudios y Planificacion, Torre de Madrid, Princesa 1, Madrid (13). Correspondence preferred in Spanish. Copy of technical conditions and requirements, in Spanish, available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

● **THAILAND**—Supply of 10 diesel 2-car rail train sets, each set to consist of one power and one trailer car, equipped for transporting passengers for State Railway of Thailand. Bid deadline Jan. 11, 1966. Request bids as promptly as possible. State Railway of Thailand, Yod-Se, Bangkok. Copy of specifications and drawings available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

381 Laboratory, scientific, engineering, research instruments

AUSTRALIA—Laboratory equipment, including, but not limited to, pathology equipment and diagnostic equipment. Direct purchase and agency. Mr. W. R. Mackenzie, William Pearce & Co. Pty. Ltd. (importer, wholesaler, retailer), 149 Castlereagh St., Sydney, N.S.W. WTD 9/15/65.

● **TURKEY**—Supply of assorted meteorological instruments including 10 current meters, 25 sediment samplers, 50 stop watches, 6 atmometers, 1 water distillator, 21 thermometers, 10 rain and snow recorders, 11 anemometers, 11 wind vanes, 8 psychrometers, 6 hygrometers, 5 hygrographs. Tender No. 65-15L-108, bid deadline Nov. 8. DSI Genel Mudurlugu, Makine ve Ikmal Dairesi Baskanligi (Machinery & Procurement Department, State Hydraulic Works), Ankara.★ (Telephone: 202-WO 7-2939.)

382 Instruments for measuring, controlling, indicating physical characteristics

FINLAND—Measuring instruments; particularly interested in electronic types. Requests full details, prices, terms. Direct purchase or agency. Radiotukku Oy (importer, wholesaler, commission agent), Erottajankatu 15-17, Helsinki. WTD 10/7/65.

Police laboratory or field detection instruments, equipment, supplies, related items. Interested in all products utilized in police operations. Requests full details, prices, terms. Direct purchase or agency. Toiminimi Vesta, Ludwig Wilenius (importer, wholesaler, agent), Dobelninkatu 4 B 40, Helsinki. WTD 9/7/65.

FRANCE—Air flow regulating device for low-pressure pneumatic spray guns. Chabrieres & Compagnie (importer, dealer), 50 Rue Breteuil, Marseille (B. du R.). WTD in preparation.

● **IRAQ**—Supply of 1,000 taximeters to register fares in English and Arabic; must measure number of kilometers in English and Arabic. Tender No. 812, bid deadline Dec. 26. Amant Al Asima (Ministry of Municipal & Rural Affairs), Baghdad. Terms and specifications may be obtained from the issuing authority against payment of $21 per copy, plus airmail charges to the U.S. A loan copy of the announcement as published in the *Baghdad News* is available to firms located in the U.S. from the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939.)

384 Surgical, medical, dental instruments

AUSTRALIA—Hospital furniture, including extension apparatus and anesethic equipment. Direct purchase and agency. Mr. W. R. MacKenzie, William Pearce & Co. Pty. Ltd. (importer, wholesaler, retailer), 149 Castlereagh St., Sydney, N.S.W. WTD 9/15/65.

386 Photographic equipment

TRINIDAD—Still and motion picture cameras, projection apparatus; film, paper, cloth, plates, prepared chemicals. W. C. Ross & Co., Ltd. (importers, wholesalers, retailers), 27 Frederick St., Port of Spain. WTD in preparation.

● **VIET-NAM**—Supply of 439 boxes of verifax copy paper in white, green, canary; 6 boxes verifax matrix paper, legal size; 100 cartons verifax activator, size A. Tender No. 1939-02105, bid deadline Nov. 10. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939.)

394 Toys, amusement, sporting goods

FINLAND—Sports, fishing, hunting and camping equipment, supplies, articles of all types. Requests full details, prices, terms. Direct purchase or agency. Oy K. Hjorth Ab (importer, wholesaler, retailer, agent), Hameenpuisto 33, P.O. Box 1007, Tampere 3. WTD 10/8/65.

399 Manufacturing industries

AUSTRALIA—Small decorative articles suitable for sale in gift shops for the tourist trade, including, but not limited to, holiday decorations, novelty merchandise, small art goods. Arthur Shepherd & Co. (importer), Foreign Trade Division, 661 George St., Sydney, N.S.W. WTD 10/12/65.

FINLAND—Police and military equipment, supplies, related items. Interested in full range of products, including those used for detection or apprehension purposes, riot control equipment, communications units. Requests full details, prices, terms. Direct purchase or agency. Toiminimi Vesta, Ludwig Wilenius (importer, wholesaler. agent). Dobelninkatu 4 B 40, Helsinki. WTD 9/7/65.

509 Wholesalers

ZAMBIA—Books and stationery, general line. Ndola Christian Book Shop, P.O. Box 997, Ndola. WTD 10/5/65.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

106 Ferroalloy ores

ITALY—Molybdenum ore. Carlo Tassara, Via Leonardo da Vinci 3, Breno (Brescia). WTD 12/30/64.

203 Canning, preserving foods

IRAQ—Canned fruits and vegetables, all kinds. Korkis Petrus Arabo (Sami Store) (importer, wholesaler, agent), Baghdad Hotel Bldg., Sa'doun St., Baghdad. WTD 9/28/65.

209 Food preparations

FRANCE—Soybean meal. Titeux-Export (importer, exporter, sales agent), 32 Avenue de l'Opera, Paris 1. WTD 10/8/65.

220 Textile mill products

NEW ZEALAND—Printed furnishing fabrics, printed shirting and dress cloths. Mr. G. E. McGehan, Director, P. &. W. Henderson Ltd., 194-6 Madras St., Christchurch. WTD 7/22/65.

221 Broad woven fabric mills, cotton

FINLAND—Denim cloth; 100% cotton or cotton mixtures with manmade fibers. Requests full details, samples, prices, terms. Europort Oy (commission agent), E. Esplanaadikatu 22 A, Helsinki. WTD 8/10/65.

222 Broad woven fabric mills, manmade fiber, silk

GERMANY—Textile fabrics of synthetic fibers for clothing and upholstery industries. Seeks agency for Western Germany, Austria. Eugen Wichert (sales agent), 12 Promenade, 86 Bamberg. WTD 10/7/65.

228 Yarn, thread mills

GERMANY—Industrial yarns of all types, especially synthetic yarns, carpet and rug yarns. Seeks agency for Western Germany and Austria. Eugen Wichert (sales agent), 12 Promenade, 86 Bamberg. WTD 10/7/65.

230 Apparel

HONG KONG—Hawaiian type casual sportswear, especially muu-muus for girls and misses. Teresina International (importer), 620 Man Yee Bldg., Des Voeux Road Central, Hong Kong. Cable: TERESINAKL. WTD in preparation.

242 Sawmills, planing mills

FRANCE—Rough lumber, timber. Jacques Borel (importer, commission merchant), 19 Rue Fortuny, Paris 17. WTD 9/24/65.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Commercial plywood. Jacques Borel (importer, commission merchant), 19 Rue Fortuny, Paris 17. WTD 9/24/65.

251 Household furniture

ITALY—Wood household furniture, style and colonial. Attilio Fusi (agent), via Grigna 20, Milano. WTD 3/18/64.

261 Pulp mills

FRANCE—Paper pulp. Titeux-Export (importer, exporter, sales agent), 32 Avenue de l'Opera, Paris 1. WTD 10/8/65.

281 Industrial chemicals

IRAQ—Industrial chemicals, particularly caustic soda and sodium carbonate. Jamal Ahmad Agha Karkuly Zada (commission agent, contractor), Ma'moon St., Baghdad. WTD 10/13/65.

284 Soap, detergents, cleaning preparations, perfume, cosmetics, toilet preparations

AUSTRIA—Household chemicals, cosmetics, toilet preparations; desires exclusive representation. Present sales program includes soap and soap pads, metal cleaners, cosmetics, toilet brushes, manicure files. Karl Schmoll (manufacturer, agent), Theresiengasse 11, Vienna XVIII. WTD 9/16/65.

FRANCE—Shoe cleaners, polishes. Laboratoires Maxi (manufacturer), Boite Postale 257, Paris XVII. WTD 10/5/65.

PHILIPPINES—Inexpensive hair dyes. Mrs. Ofelia Thelma D. Lebrun, Vice President, The Dale Trading Corp. (importer, wholesaler, retailer, indentor, exporter), 447 Epifanio de los Santos Ave., Makati, Rizal; P.O. Box 32, Quezon City. WTD 8/12/65.

285 Paints, varnishes, lacquers, enamels

FRANCE—Industrial and domestic paints. Compagnie d'Importation et de Distribution d'Appareils, Instruments & Produits (importer, wholesaler), 7ter Rue du Marechal Gallieni, La Havre (S.M.). WTD 9/29/65.

PHILIPPINES—Non-flammable paint remover. Mrs. Ofelia Thelma D. Lebrun, Vice President, The Dale Trading Corp. (importer, wholesaler, retailer, indentor, exporter), 447 Epifanio de los Santos Ave., Makati, Rizal; P.O. Box 32, Quezon City. WTD 8/12/65.

287 Agricultural chemicals

PAKISTAN—Fertilizers, ammonium sulfate. Importer and agent requests quotations c&f Karachi. Jaffer Brothers Ltd., 28 Victoria Rd., Karachi. WTD 10/13/65.

291 Petroleum refining

GERMANY—Heavy fuel oil; gasoline; fuel oil, extra light. Requests quotations cif Rotterdam, Hamburg or Bremen. Rushdy Bassiouny (sales agent, commission merchant, broker), 17 Aggerstrasse, 5000 Koeln-Gremberg. WTD 10/14/65.

299 Products of petroleum, coal

TAIWAN—Motor oil for motorcycles of 50, 90, 150, 250 and 350 cc capacity. Offers substantial initial order. Orient Trading Co., Ltd. (importer, exporter), P.O. Box 3240, Taipei. WTD in preparation.

331 Steel mill products

ITALY—Stainless steel sheets and strips (specifications: AISI 304-430 up to 2B). A. Viani & Co., s.a.s. (distributor) Via Montanari 33, Milan. WTD 3/17/65.

PHILIPPINES—Three-hundred lb. malleable iron pipe fittings. Mr. Gregorio Uy, Manager, Quality Factors Co., (indentor), 514 Alliance Bldg., Rosario St., P.O. Box 3979, Manila WTD 10/17/64.

342 Cutlery, hand tools, general hardware

AUSTRALIA—Marine hardware and accessories, e.g. marine lights, speedometers, barometers, bailers, ammeters and voltmeters, blocks and pulleys, boat hooks, buoys and markers, direction finders, gauges, lights, indicators, riggings and fittings, survival kits, winches. Austin Marine (wholesaler, retailer), P.O. Box 13, Zillmere, Brisbane, Queensland. WTD 9/10/65.

ITALY—Do-it-yourself tool kits for hobbies, homework, artisans. Figli di Ippolito Sigurta' (agent, wholesaler, retailer), Corso Ticinese 1, Milan. WTD 3/14/63.

NEW ZEALAND—Key-in-the-knob locks and latch sets; related builders' hardware. Mr. P. H. Rose, Director, Mair & Co. (Importers) Ltd. (importers, wholesalers), 89 Abel Smith St., Wellington. WTD 4/30/65.

Tradesmen's hand tools, socket sets, wrenches, ring spanner, to fit unified coarse (U.N.C.), unified fine (U.N.F.), and metric thread screws, nuts. bolts. Mr. P. J. Barry, Purchasing Dept., Teagle, Smith & Sons Ltd. (importer, wholesaler), 272-8 Wakefield St., Wellington. WTD 4/24/65.

PAKISTAN—Builders' hardware. Importer and indent agent requests quotations c&f Karachi. Noorbhoy Esmailji Lotia, Lotia Chambers, Nicol Rd., Karachi 2. WTD 9/17/65.

349 Fabricated metal products

ITALY—High pressure valves for refineries and steam boilers. De.Co.Sta. (agent), Viale degli Imbriani 13/15, Milano. WTD 12/24/64.

351 Engines, turbines

PHILIPPINES—Industrial diesel engines. Mr. J. V. Ongpin, Vice-President, Engineering Equipment, Inc., 820 Marques de Comillas, P.O. Box 1386, Manila. WTD 9/28/64.

352 Farm machinery

FRANCE—Agricultural implements such as drill harrows, disk harrows, ploughs. Titeux-Export (importer, exporter, sales agent), 32 Avenue de l'Opera, Paris 1. WTD 10/8/65.

PAKISTAN—Offset disk harrows, trailing type, 6 ft. wide, manual control, with 8"x24" plain and 8"x24" cutout disks; closing chain, sheave and clevis offset tractor hitch scrapers. Tractor attachments: power take-off; belt pulley, 11" dia.; front end weights, 400 lb.; front wheel weights, first set, 90 lb.; rear wheel weights, first set, 290 lb. Disk plows, 4-furrow, with 3-point hitch moldboard type scrapers, steel depth gauge wheel. Requests quotations c&f Karachi. Dastgir Gharib Nawaz & Co., 181 Corner Chambers, McLeod Rd., Karachi. WTD 9/30/65.

Moldboard plows, 4-furrow, with 10" bottoms and steel shares, gauge wheel, set of 4 rolling coulters. Disk harrow, offset, 6 ft. mounted, with 9x22" solid and 9x22" cutout disks and set of disk scrapers. Tool-bar cultivator, tool bar 2¼" square, 133" long, pair of rubber gauge wheels with 4x6" tires, 6 long chisel teeth, with heavy duty reversible shovels 1½ x 10 x ½". Sanitpak (importer, indent agent), No. 10 Hajrabai Bldg., Mohan Rd., Karachi. WTD 3/31/65.

Ditching plows; subsoil plows, heavy duty. Importer and agent requests quotations c&f Karachi. Engineering & Trading Corp. (Pakistan), Ltd.. 513 Qamar House, Bunder Rd., Karachi 2. WTD 1/20/65.

TURKEY—Chicken incubators and related poultry raising equipment. Agency and distributorship. L. P. Salzburg, Uranium Import & Export Co. (importer), Cumhuriyet Blvd., Izmir. WTD 10/5/65.

353 Construction, mining, materials handling machinery, equipment

FRANCE—Hoisting and lifting machinery; modern materials handling equipment; construction and public works equipment, including draglines; forklift trucks and tow-tractors; pilers and loaders; logging machines and related lines (diesel-engined, multi-purpose crawler-mounted equipment, medium or heavy-duty) for industrial uses, public works. Agency and distributorship. Requests descriptive brochures, price lists. Euraprem (dealer, sales agent), 71 Rue Monsarrat, Bordeaux, Gironde. WTD 10/12/65.

PAKISTAN—Road rollers, 2 and 3 wheel, 6-8 and 8-12 ton. Importer and manufacturer's agent requests quotations c&f Karachi. Aeronautical Equipment Co.. 29 Badri Bldg., McLeod Rd., Karachi. WTD 8/13/64.

Road rollers. Requests quotations c&f Karachi. Engineering & Trading Corp. (Pakistan), Ltd. (indent agent), C.P.O. Box 5208, 513 Qamar House, Bunder Rd., Karachi. WTD 1/20/65.

Road rollers, 6-8 and 10-12 ton. Importer and indent agent requests quotations c&f Karachi. Sanitpak, No. 10 Hajrabai Bldg., Mohan Rd., Karachi. WTD 3/31/65.

354 Metalworking machinery

ITALY—Large size linear and contour oxygen cutting machines. Fimi Macchine S.p.A. (agent), Corso Matteotti 10, Milano. WTD 12/10/64.

Hot chamber tin and zinc die casting machines, cold chamber aluminum die casting machines. Dott. Ing. Americo Volpe (agent), Via Gran Sasso 16, Milan. WTD 11/18/63.

PAKISTAN—Automotive maintenance equipment. Requests quotations c&f Karachi. Amirali Automobiles Ltd. (indent agent), Shirin Manzil, Victoria Rd., Karachi 3. WTD 11/3/64.

Grinding and polishing machines. Requests quotations c&f Karachi. Noorbhoy Esmailji Lotia (importer, indent agent), Lotia Chambers, Nicol Rd., Karachi 2. WTD 9/17/65.

PHILIPPINES—Acetylene and oxygen welding equipment. Mr. Gregorio Uy, Manager, Quality Factors Co. (indentor), 514 Alliance Bldg., Rosario St., P.O. Box 3979, Manila. WTD 10/17/64.

355 Special industry machinery

FINLAND—Food processing machinery; interested in practically all types. Packaging machines, equipment, supplies and related items, particularly those suited for retail food stores. Requests descriptive literature, prices, terms. Oy Andrix Ab (importer, commission agent), Bulevardi 28, Helsinki. WTD 4/2/65.

FRANCE—Chemical machinery and equipment, including heat exchangers, pumps, accessories. Pierre Dyens (commission merchant), 9 Rue de Rochedouart, Paris 9. WTD 10/5/65.

ITALY—Nailing machines (for wooden cases); tackers for upholsterers. G. A. Seeber (agent), Via Donatello 21, Milano. WTD 7/25/63.

Rubber, plastic, paper processing and converting machines and equipment. Dott. Ing. Americo Volpe (agent), Via Gran Sasso 16, Milan. WTD 11/18/63.

Paper converting machinery, parts and attachments; bookbinding and loose-leaf machines, equipment and supplies. C. Crespi (importer, wholesaler), via Spartaco 19, Milano. WTD 2/4/64.

PAKISTAN—Spinning machines; winding machines, textile yarn; knitting machines; embroidery machines. Requests quotations c&f Karachi. Greaves Cotton & Co. (Pakistan), Ltd. (indent agent), P.O. Box 4908, West Wharf Rd., Karachi. WTD 6/15/65.

356 General industrial equipment

BELGIUM—Industrial filters, pumps, special joints for pipes and tubes. Serpi S.A. (importer, agent), 37 Place Xavier Neujean, Liege. WTD in preparation.

PAKISTAN—Pumps, submersible, suitable for areas with 400 v. 50 cycle electric current. Requests quotations c&f Karachi. Greaves Cotton & Co. (Pakistan) Ltd. (indent agent), P.O. Box 4908, West Wharf Rd., Karachi. WTD 6/15/65.

Deep well pumps; centrifugal pumps. Importer and manufacturer's agent requests quotations c&f Karachi. Aeronautical Equipment Co., 29 Badri Bldg., McLeod Rd., Karachi. WTD 8/13/64.

358 Service industry machines

BELGIUM—Heat exchangers, compressed air-conditioning equipment. Serpi S.A. (importer, agent), 37 Place Xavier Neugean, Liege. WTD in preparation.

GERMANY—Automatic merchandising machines: hot and cold beverages, bottle, cup, milk, sandwiches. Seeks agency for Western Germany. Requests replies in German. Alois Stoll (wholesaler, distributor), 369 Altstadt, Landshut. WTD 10/7/65.

PAKISTAN—Airconditioners, packaged, room and nonroom self-contained. Requests quotations c&f Karachi. Greaves Cotton & Co. (Pakistan) Ltd. (indent agent), P.O. Box 4908, West Wharf Rd., Karachi. WTD 6/15/65.

SPAIN—Industrial refrigeration equipment; desires exclusive agency. Comercial Anonima Blanch, S.A. (importer, wholesaler, agent), Caceres 3, Madrid (7). WTD 10/15/65.

361 Electric transmission, distribution equipment

PHILIPPINES—Potential, power, distribution transformers. Mr. Emmanuel I. Astillero, Marketing Manager, Polytrade Corp. (importer, wholesaler, indentor, exporter), 3rd Floor, FGR Bldg., Buendia Ave., Makati, Rizal; P.O. Box 365, Manila. WTD 7/26/65.

364 Electric lighting, wiring equipment

ITALY—Home and industrial low tension electric lighting fixtures (switches, plugs, automatic switches, signaling lamps, timers). La Neotecnica (distributor), via Nedardo Rosso 18, Milano. WTD 11/19/64.

Electric lighting equipment for aviation grounds, lightning rods with radioactive points. Ing. Francesco Paolo Cottone (manufacturers' agent), 1 Via Goethe, Palermo. WTD 10/12/65.

365 Radio, television receiving sets

ITALY—Amplifiers, tuners-amplifiers, arms and cartridges for phonographs, loud speakers. Gianni Baumberger (agent), Via Privata Perugia 8, Milano. WTD 11/5/64.

366 Communication equipment

FRANCE—Electronic equipment for telecommunication purposes. Ofeurco (dealer), 149 Avenue Victor Hugo, Paris 16. WTD in preparation.

PAKISTAN—Transmitters and receivers, radio, microwave. Importer and agent requests quotations c&f Karachi. Jaffer Brothers Ltd., 28 Victoria Rd., Karachi. WTD 10/13/65.

Transmitters and receivers, radio, microwave. Requests quotations c&f Karachi. Aeronautical Equipment Co. (importer, manufacturers' agent), 29 Badri Bldg., McLeod Rd., Karachi. WTD 8/13/64.

PHILIPPINES—Fishing radars; direction finders for fishing fleets. Mr. Emmanuel I. Astillero, Marketing Manager, Polytrade Corp. (importer, wholesaler, indentor, exporter), 3rd Floor, FGR Bldg., Buendia Ave., Makati, Rizal; P.O. Box 365, Manila. WTD 7/26/65.

371 Motor vehicles, motor vehicle equipment

PAKISTAN—Spares and parts for all kinds of U.S. automobiles and trucks. Requests quotations c&f Karachi. G. Atherton & Co. (Eastern) Ltd. (indent agent), 35 Zeenat Mansions, McLeod Rd., Karachi. WTD in preparation.

372 Aircraft, parts

ITALY—Rotary actuators for industrial pneumatic equipment. Waircom (manufacturer), Via Friuli 65, Milan. WTD 7/31/65.

SOUTH AFRICA—Civilian aircraft that would be complementary to, rather than competitive with, Dornier aircraft, for distribution in South Africa, Rhodesia, Zambia, Malawi, Mozambique. Air Interafrica (Pty) Ltd. (importer), P.O. Box 3077, Johannesburg. WTD 9/22/65.

379 Miscellaneous transportation equipment

PAKISTAN—Trailer: 4-wheel, with auto steer center reach pole, 4-ton capacity; 72" tread width, standard reach 78"-120", wheel base adjustable to 6" increments; 6" deep bolster type axles with axle saddles, adjustable bolster stake width 38"-42"; clevis type hitch pole 77" to axle center; trailing hitch, 1¾" dia. wheel spindles. Requests quotations c&f Karachi. Dastgir Gharib Nawaz & Co. (indent agent), 181 Corner Chambers, McLeod Rd., Karachi. WTD 9/30/65.

381 Engineering, laboratory, scientific, research instruments

FRANCE—Electronic equipment for industry and scientific research. Pizon Bros. (manufacturer, exporter, importer), 18 Rue de la Felicite, Paris 17. WTD 9/29/65.

Aeronautical instruments and equipment of advanced technique, such as gyropilots, indicators, altimeters. Technitron (importer, sales agent), 55 Rue Pierre-Charron, Paris 8. WTD 9/27/65.

Instruments for laboratory work and research. Ets. Pierre Bertin (manufacturer, sales agent), 8 Rue Croce Spinelli, Paris 14. WTD 9/27/65.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Measuring and controlling instruments: regulators, detectors. Ets. Pierre Bertin (manufacturer, sales agent), 8 Rue Croce Spinelli, Paris 14. WTD 9/27/65.

ITALY—Control and measuring instruments for industrial and chemical plants. Studio Technico Industriale (manufacturer), Casella Postale 212, Bergamo. WTD 3/29/65.

Flow, pressure, temperature pneumatic and electronic controls and measuring instruments. Strumentazione Elettronica Industriale, s.a.s. (agent, installer), Via Capecelatro 75, Milano. WTD 3/10/65.

Thermostats; pressure instruments (pressostats). De. Co. Sta. (agent), Via degli Imbriani 13/15, Milano. WTD 12/24/64.

384 Surgical, medical, dental instruments

ITALY—Dental drill points, all kinds. Dr. L. Osimo & Co. (agent), Piazza Diaz 7, Milano. WTD 11/19/64.

Silver dental amalgams; dental instruments, cement, consumable supplies. C. Robecchi, di Franco Fasciano (agent), Via Carlo Ravizza 49, Milan. WTD 11/17/64.

NEW ZEALAND—Compressed air, compressed oxygen, liquid oxygen breathing apparatus and respirators. Mr. Ian M. Springfield, Managing Director, S. Gordon Anderson (importer, manufacturers' representative), 15 Mount St., Auckland C.1. WTD 4/7/65.

Leads for Importers

Commodities are offered direct unless specified.

011 Field crop farms

FRANCE—Hemp seeds; graminaceous seeds; corniculate lotus; alfalfa; villous vetch; purple and crimson clover. Ets. Loiseau Freres (importer, exporter), 15 bis, Place de l'Eperon, Le Mans (Sarthe). WTD 10/11/65.

203 Canning, preserving foods

BRAZIL—Canned sardines; exporter desires to contact distributors or well-established agents. SITAM—Sociedade Interamericana de Materias Primas Ltda., Avenida Presidente Vargas 542, 16° andar, salas 1603/1604, Rio de Janeiro ZC-00 Estado da Guanabara. WTD 10/8/65.

212 Cigars

BRAZIL—Cigars; exporter desires to contact distributors or well-established agents. SITAM—Sociedade Interamericana de Materias Primas Ltda., Avenida Presidente Vargas 542, 16° andar, salas 1603/1604, Rio de Janeiro ZC-00, Estada da Guanabara. WTD 10/8/65.

283 Drugs

FRANCE—Agar-agar, packed in waterproof polyethylene bags enclosed in plywood barrels; very good quality, produced from selected seaweeds (algae) such as "Gelidium," "Gracilaria" and "Sesquipedale." Wholesale exportation direct or through agents. So. Bi. Gel (Societe de Gel de la Bidassoa) (producers, wholesalers, exporters), Les Joncaux, Hendaye, Basses-Pyrenees. WTD 10/15/65.

289 Chemical products

★★ THAILAND—Trade Mission

Citronella oil; essential oils, such as rose oil, vetiver oil. Thai Ethenic Oils & Co., Ltd. (manufacturer), 114 Dinsor Rd., Bangkok. WTD 7/21/65. TM 42.

336 Nonferrous foundries

FINLAND—Aluminum kitchen utensils: pots, frying pans, casseroles. Also available in Teflon coated form. Brochures, price lists available upon request. Direct sale or agency. Oy Aluminitehdas Ab (manufacturer, exporter, importer), Jarvenpaa. WTD 10/12/65.

349 Fabricated metal products

FINLAND—Valves for paper and pulp industry. Stop valves, wedge gate and knife gate valves offered. Full details, including brochures, available upon request. Direct sale or agency. Mako Osakeyhtio (manufacturer, exporter, importer), Nilsiankatu 16-20, Helsinki. WTD 8/20/65.

351 Engines, turbines

FINLAND—Hydraulic motors, with or without brakes, suitable for commercial vehicle or industrial use. Newly-designed, they encompass many unique features permitting wide industrial application. Full details, brochures, available upon request. Direct sale or agency. Oy Suomen Autoteollisuus Ab (manufacturer), Fleminginkatu 27, P.O. Box 307, Helsinki. WTD 10/11/65.

355 Special industry machinery

FINLAND—Log sorting plants, timber dry kilns, sawn goods handling machines. Full details available upon request. Sateko Oy (manufacturer, exporter), Liisankatu 19 A 3, Helsinki 17. WTD 7/14/65.

364 Electric lighting, wiring equipment

FINLAND—Lighting fixtures, lamps of iron and glass in modern designs. Full details, prices, terms available upon request. Oy Lival Ab (manufacturer, exporter, importer, wholesaler), Hallituskatu 17 B, Helsinki. WTD 10/13/65.

399 Manufacturing industries

FINLAND—Sauna stoves; gas, wood or coke heated; six models available. Full details available upon request. Direct sale or agency. Kastor Oy (manufacturer), Helsinki-Pitajanmaki. WTD 10/12/65.

Future Construction

BELGIUM—After a six months' study, the Royal Commission on Water has refocused public attention on the necessity to improve Belgium's **water supply and storage systems.**

The first report of the Commission, which is headed by (retired) General Albert, recommended expenditures of $80 million over a five year period from 1966 to 1970 for the construction of new dams and the improvement of existing facilities. The Commission reaffirmed the importance of several projects previously recommended by the Ministry of Public Works, including a **dam at Silenrieux** on the Heure River, **improvement of the existing Gileppe dam and eventual construction of the controversial dam on the Semois River in the Ardennes.**

The most pressing problems, according to the Commission, were those of water supply to the Brussels area and to the provinces of West and East Flanders. For these priority needs, the Commission recommended projects to tap the Meuse at Tailfer and to build storage facilities on the Hermeton.

BRAZIL—The power company USELPA (Usinas Eletricas do Paranapanema, S.A.) has recently solicited, through the local press and a circular, applications for bidding from manufacturers established in member countries of the International Bank for Reconstruction and Development on **metallic structures, ACSR aluminum cables, galvanized steel cables, insulators, and accessories for a 230 kv transmission line running the distance of 180 kilometers, for its Xavantes plant system.**

The Xavantes plant, located on the Paranapanema River, state of Sao Paulo will have a total output of 400,000 kw with 4 generating units. The subject equipment for the plant as well as that for the transmission line will be financed by the International Bank for Reconstruction and Development.

Applications from those wishing to be considered for selection as invited bidders on the above equipment are being accepted until 4 p.m., Nov. 10 and should be addressed to Usinas Eletricas do Paranapanema S.A.—USELPA, Avenida Casper Libero 390, Caixa Postal 6526, Sao Paulo. Applications must be submitted either in Portuguese, English, French, or Italian. USELPA will deal only with parent companies, their subsidiaries or branches, or technical commercial representatives; USELPA will not deal with agents or third parties. The following information for such applications is required:

Proof of experience in the manufacture of the materials on which the firm wishes to bid; list and proof of materials (and their quantities) presently being manufactured and those manufactured in the last 5 years; description of facilities and resources for manufacturing and testing; latest balance sheet.

USELPA will entertain bids only from firms which comply with the preselection requirements, as stated herein, and have been approved and invited. Specific details and invitations to bid will be forwarded to selected candidates during November; the selection of candidates will be made by USELPA with its exclusive discretion and judgement, and those firms not included will have no recourse nor will USELPA be obliged to justify its decisions.

CANADA—Canadian Superior Oil Ltd. has authorized Fluor Corp. of Canada to proceed with the engineering design, procurement and construction of a C$6 million **sulphur recovery plant** at the Harmattan area plant near Didsbury, Alta. The plant will recover approximately 817 long tons of sulphur daily from 42 million cu. ft. daily of natural gas which has an extremely high hydrogen sulphide content.

FINLAND (FmK 3.20 = US$1)—Helsinki's financial plan for the 10-year period 1966-75 calls for expenditures totaling FmK 11.9 billion in July 1964 Finnmarks; i.e. to the extent the currency loses value, the expenditures would be correspondingly increased.

FmK 3.5 billion of the total will go for investment. This includes FmK 340 million for the first phase and part of the second phase of the **subway project;** FmK 521 million for **public buildings, notably a municipal theater, a concert hall and a bus depot;** FmK 332 million for **streets and bridges;** FmK 160 million for **harbor improvements;** FmK 754 million for **municipal utility enterprises, chiefly the water company;** FmK 134 million for **housing construction;** FmK 163 million **to expand hospitals and nursing homes** by 2,862 beds; and most of the balance to provide **250 new grammar school classrooms.**

The program, which will be up-dated every two years, will be financed to the extent of FmK 6,547 million from non-tax income accruing to the city from its various services and enterprises. The municipal tax, now a flat 12% of the taxable income of all residents (versus 11.5% until 1964) will be increased from 1967 onwards to 13% and will yield an estimated FmK 5 billion over the 10 years.

Total borrowing is projected at FmK 247 million, of which FmK 17 million, representing the unobligated balance of the $10 million City of Helsinki bond issue in New York last April, is already in hand. The small balance

(FmK 98 million) needed to finance the program will come from existing cash holdings and the City's Tax Equalization Fund.

Finland's first **atomic power plant** most likely will be built on the peninsula of Landskatan, located about 20 miles north of Pori, according to officials of the state-owned power company, Imatran Voima Oy. Discussions between Imatran Voima and officials of the Commune of Ahlainen have been in progress and the site of the plant seems pretty well decided. The Landskatan peninsula, which juts into some of the deepest waters of the Gulf of Bothnia, is considered an ideal location for the nuclear facility. The entire plant will be sunk deep into solid rock.

Imatran Voima is competing in the atomic power field with another company, Ydin Oy, which has been created by a number of large private industrial firms. Both firms are planning nuclear plants in the 300-350 MW range. Collaboration between the two rival entities has been suggested, and it is likely that some accommodation will be made whereby the two companies will combine their efforts to build a single plant. If they do not, Finland may well find itself with an over-capacity of electric power early in the 1970's when the plants would be put into operation.

If any case, it is certain that Finland now sees the end in sight for additional profitable exploitation of its water resources for power. Atomic fuel, shown by studies to be more economic in Finland than other types of fuel, is expected to provide the bulk of the expansion of Finland's electric power capacity in the 1970's.

GREECE—A **1,000 bed general hospital** is being proposed in a study, "IKA Hospital Athens", which was prepared by a committee of officials of the Social Insurance Institute (IKA) headed by ex-Governor Evangelos Tsoucatos. The proposed facility would be built on a 12 acre site in the Athens suburb of Kiflssia, about 10 miles from the city.

A final study is to be made and screened by IKA's Superior Technical Board and approved by the Institute's Board of Directors and the Minister of Social Welfare. Reportedly, procurement of equipment will proceed in stages through the invitation of international bids after the entire project has been approved by the Government and funds allocated for the purpose.

A second hospital to be built by the Institute will be a 500 bed facility in the Thessaloniki area.

Write: Social Insurance Institute (IKA), 8 Aghiou Constantinou St., Athens, Greece.

A copy of the preliminary report is available on a 3-day loan to U.S. firms from the Department of Commerce's Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

HONDURAS—The National Congress ratified the loan agreement signed by the Honduran Government on June 30 with the Central American Bank for Economic Integration (CABEI) for **feasibility studies of 7 integration roads (Central American highway network), and one internal road.**

The 7 integration roads are: CA-13, Puerto Cortes (Dept. of Cortes) to the Guatemalan border, 59 kilometers; CA-3, points in the Department of Choluteca to the Nicaraguan border, 52 Km.; CA-11, Copan Ruinas (Dept. of Copan) to the Guatemalan border, 12 Km.; CA-11a, Santa Rosa de Copan (Copan) to Gracias (Lempira) and La Esperanza (Intibuca), 128 Km.; CA-6 Danli (El Paraiso) to Las Manos (El Paraiso), 26 Km.; CA-7, Villa de San Antonio (Comayagua) to Marcala (La Paz) and the Salvadoran border, 70 Km.; and CA-10, Nueva Ocotepeque (Octoepeque) to the Guatemalan border, 21 Km.

CABEI will draw $609,450 for the loan for the studies, save for CA-11 and CA-13, from a $2.5 million AID loan fund available for feasibility studies. Studies for CA-13 and CA-11 will be financed from the Bank's own funds. ROCAP did not authorize the funds for CA-13 and CA-11 since the Guatemalan Government has not yet given assurances that it will construct the Guatemalan section of these roads. CABEI, however, feels Guatemala will eventually participate.

Studies on a proposed 246 kilometer internal road from Puerto Castilla (Colon) to Juticalpa (Olancho) will cost $150,500 and will also be financed from the $2.5 million AID loan fund for CABEI. Both loan agreements require the Honduran Government to draw the funds by June 30, 1966.

NICARAGUA—The Inter-American Development Bank has announced the approval of a loan equivalent to $12 million to the Republic of Nicaragua to help finance the construction of more than **377 miles of secondary roads.**

Nicaragua's highway department, the Departamento de Carreteras del Ministerio de Fomento y Obras Publicas, will use the proceeds of the loan to finance the foreign exchange costs and part of the local costs of the secondary road construction program; total cost is estimated at $17.2 million.

The program calls for the construction of three access roads totaling 95 miles and 16 farm roads totaling 282 miles.

PORTUGAL—The plan for a mammoth **tourist development** in the Algarve was recently disclosed. Although the project has been anticipated for almost two years, its size and scope compare to the building of a small modern city.

The guiding force behind the development is the firm of Lusotur, which was formed for this purpose by the Banco Portugues do Atlantico, Portugal's largest bank, and Great Lakes Properties, Inc., an associate of The Great Lakes Carbon Corporation. The development will cover 1565 hectares and will be located about 10 miles from the new Faro airport.

THAILAND—The South East Asia Construction Co., Ltd., 1741-3 Rama-4 Rd., Bangkok, the prime contractor for the construction of Siam Intercontinental Hotel in Bangkok, will develop a new "Patumwan Square" **shopping center** on a 25 acre property owned by the Chulalongkorn University, across the street from the site of Siam Intercontinental Hotel.

Under this project, which is scheduled to be completed in mid-1966, the company will construct ten blocks of **commercial buildings,** two first class **motion picture theaters,** an **ice skating rink,** a **supermarket,** and a **gas station.** The company will lease these buildings to private firms to operate.

U.S. suppliers interested in selling their equipment for this project should contact the South East Asia Construction Co., Ltd.

Another large modern shopping center is also being developed by Pumipawan Co., Ltd. (Land Development Co., Ltd.), of 171 Suriwongse Rd., Bangkok, a joint Swiss-Israeli-Thai five-million dollar investment. This shopping center will cover an area of approximately 20 acres of land and will consist of three large blocks of buildings which will house one **13-story 500-room hotel** (the largest in Thailand), a first class **motion picture theater,** an **ice-skating rink,** a **bowling alley,** a **night club,** a **restaurant, business offices, shopping arcades, and parking lots.** The project, with the exception of the hotel, will be completed within 18 months.

U.S. suppliers interested in selling their equipment for this project should contact the Pumipawan Co., Ltd.

A World Trade Directory Report (WTDR), dated April 20, 1964, on the South East Asia Construction C. has been submitted. A WTDR is being prepared on the Pumipawan Co. Ltd.

Significant Awards

AUSTRALIA—An Australian company, Humes Ltd., has been awarded a £4,200,000 ($9,400,000) contract for the Murray II pipeline in the Snowy Mountains hydroelectric irrigation scheme. The pipeline, due for completion in early 1969, is part of the link between the Murray I and Murray II power stations. It consists of high tensile steel pipes of a total length of 4775 ft. and varying between 13 ft. 6 in. to 15 ft. in diameter.

The English Electric Co. of Australia Ltd. has won a £16,000,000 ($35,840,000) contract for the building of the Liddell power station near Singleton, New South Wales. The contract was let by the State Electricity Commission.

Sub-contracts for a condensing and feed-heating plant, estimated to cost about £8,000,000 ($17,920,000), have yet to be awarded. The company will have the responsibility for these. The Managing Director of the company, Mr. E. C. Fox, said that the contract had been won against competitors from Britain, the United States and Germany. The company will build four reheat steam turbo-alternators with a total output of 2,000 megawatts. The electricity generated will be supplied to the Newcastle-Sydney-Wollongong areas. The first 500-megawatt generator is scheduled to be commissioned in 1970 and the fourth by 1973.

GUATEMALA—Coronel Salvador Diaz Carrillo, Calle Ing. Robert Gayol 162, Colonia Industrial, Mexico 14, D. F., has been awarded Bid No. 17-65 by the Government of Guatemala to manufacture the country's motor vehicle license plates for the calendar year 1966. The amount contracted is Q41,132.40. (Q1 = US $1).

The contract calls for the manufacture of some 72,780 sets of metal plates for the 4-wheel vehicles in Guatamala. These license plates are to be 30.5 x 15.2 centimeters in size, of 24-gauge metal sheet. A quantity of 11,570 license plates, 21 x 12 centimeters, are to be provided for motorcycles, motor scooters, and small 3-wheel delivery vehicles; 75,000 single plates, measuring 18 x 10 centimeters, of 26-gauge metal, were ordered for bicycles; 5,000 for horse-drawn vehicles; and 6,000 for pushcarts.

IRAQ—(IDI=U.S.$2.80). Bids were opened at the Ministry of Culture and Guidance for the tender to supply and install two 100-kw HF transmitters for the short wave station at Salman Pak.

Mr. Kirdar reported that bidders and bid results (INTERNATIONAL COMMERCE, Sept. 13, p. 19) were as follows: Continental Electronics (low bidder), at ID 132,000—12 months completion; Marconi, at ID 165,000—22 months completion; Thompson-Houston, at ID 174,000—12 months completion; Telefunken (incomplete bid which was not considered) at ID 280,000. The tender reportedly is to be awarded in about a month.

Abd Hasan Al-Azzawi, Akrawi Bldg. (2nd floor), Kifah St., has been awarded the contract for construction of the Social Security Building (building No. 1) in Baghdad. Construction commenced about a month ago. Mr. Azzawi was the contractor for the completed Tobacco Monopoly Building in Baghdad.

SAUDI ARABIA—INCAS, reportedly a wholly owned subsidiary of the Italian Edison Group, was awarded SR 86,000,000 ($19.1 million) contract for the construction of the 556 kilometer highway between Ad-Dilam and Wadi Dawasir, to the east of and paralled with the Tuwayq Escarpment south of Riyadh. INCAS' address is Corso Peshiera, 142, Torino, Italy.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated September unless noted otherwise.

Air Conditioning and Refrigeration Equipment—Importers, Dealers and Manufacturers—Italy, Oct.

Books, Magazines and Periodicals—Importers and Dealers—Nicaragua.

Canneries and Frozen Foods—Producers and Exporters—Honduras.

Chemicals—Importers and Dealers—Ecuador.

Furniture—Importers and Dealers—United Kingdom.

Glass and Glassware—Importers, Dealers and Manufacturers; Chinaware and Household Pottery Products—Importers and Dealers—The Netherlands.

Hardware—Importers and Dealers—Uruguay.

Machinery, Equipment and Supplies, Electrical—Importers and Distributors—Venezuela.

Machinery, Equipment and Supplies, Electrical—Importers and Distributors—Thailand, Oct.

Machinery and Equipment, Farm—Importers, Dealers and Manufacturers—Colombia, Oct.

Machinery and Equipment Farm—Importers, Dealers and Manufacturers—Japan, Oct.

Metallurgical and Metal Working Plants—Morocco.

Oils (Animal, Fish and Vegetable)—Importers, Dealers, Producers, Refiners and Exporters—Spain.

Petroleum Products—Importers, Dealers, Producers and Refiners—Pakistan.

Tobacco and Tobacco Products—Importers, Dealers and Manufacturers—Switzerland.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Simon Leibaschoff, representing Regalos Parana, Tucuman 1721, Buenos Aires, **interested in silver and gift items.** Oct. 18 via New York for 20-30 days. c/o Jack Silinger, 97-07 63rd Rd., Rego Park 74, Queens, New York, N.Y. Itinerary: New York, Washington, Detroit, Chicago. WTD in preparation.

FINLAND—Matti Paasio, Sales Manager, Oy Finlayson-Forssa Ab, Tampere, **interested in visiting cotton mills, their marketing offices, product development, sales technique used by U.S. department stores for textile products.** Nov. 1 via New York for 3 weeks. c/o Finnish Consulate General, 200 E. 42nd St., New York, N.Y. Itinerary: Nov. 1-6 New York; Nov. 8-10 Chicago; Nov. 11-13 Boston; Nov. 15-19 New York; Greensboro. WTD 12/4/63.

FRANCE—Henry De Stefano, G. Giroud & Cie. (GEGE), Montbrison, Loire, **interested in importing toys.** Nov. 3 via Los Angeles for 6 days. c/o New Yorker Hotel, 34th St. & 8th Ave., New York, N.Y. Itinerary: New York. WTD 12/14/64.

Overseas Business Reports free trial period to end

More than two years ago the Bureau of International Commerce (BIC) compared the mailing lists of International Commerce *and the* Overseas Business Reports *and found that relatively few readers of this magazine also received and used the OBR series.*

The BIC thought more should and probably would use Overseas Business Reports *if they became acquainted with them. To stimulate this get-acquainted process, BIC offered free copies of OBR's to* International Commerce *subscribers who requested them by title at the time they were announced.*

The BIC believes that the trial period has now been more than adequate and it will be concluded with the issue of November 1.

Use the coupon (right) for a regular subscription to the approximately 125 Overseas Business Reports *issued each year. Send it and your check for $18 to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, or to Sales and Distribution, U.S. Department of Commerce, Washington, D.C., 20230.*

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New Books and Reports

***ICAP Financial Directory of Greek Companies: 1964.* Published by the ICAP Corp., Athens and New York. 2 Vol. 1,686pp. $25**

The publishers say that the ICAP directory is not only the first such directory in Greece, but in many cases represents the first time that the financial information of the various companies included has been organized into an American type balance sheet and profit and loss statement.

Wherever possible, the directory lists: name and address of firm; date of establishment; names of the board of directors and general managers; recent balance sheets and income statements; distributions of profits; 5-year data on profits, reserves and dividends; 5-year stock exchange prices; branches and subsidiaries; activities, products or services; and the firm's bankers.

Companies are classified according to their activities and products. Diversified firms are listed under the category of their principal activity.

The first volume covers banking, insurance, manufacturing and utility firms, while the second lists firms engaged in agriculture, fishing, mining and quarrying, wholesale and retail trade, transportation and communications, real estate, construction, tourism and hotels, and miscellaneous other businesses.

The Directory will be expanded and brought up to date each year. Difficulties in assembling the information resulted in this first edition containing financial statements only through the year 1963, and in many cases earlier than that.

Write: ICAP Corp., 375 Park Ave., New York, N.Y. 10022.

***International Trade and Finance.* By Edward and Mildred Marcus. Pitman Publishing Corp., New York. 616pp. $8.75**

A clearly-written introductory test focusing on the monetary aspects of international trade. The four major sections cover: the theory of international trade; international financial relations; trade policy; and growth and development. Current trends affecting international liquidity, long-term capital flows, and fluctuating exchange rates are highlighted, and the little-understood spot and forward exchange market comes in for special treatment.

Write: Pitman Publishing Corp., 20 East 46th Street, New York, N.Y. 10017.

Now a monthly

Investing, Licensing and Trading Conditions Abroad, formerly published annually by Business International, will now appear on a monthly basis. Annual subscriptions are $180.

Write: Business International, 757 Third Ave., New York, N.Y. 10017

***Glossary of Terms Used in International Trade.* First National Bank of Toledo. 63pp.**

Drawing on its experience in assisting customers in the conduct of their international operations, the Bank of Toledo has listed approximately 1,200 commercial abbreviations which an American exporter might run across in his everyday export operations. The booklet also contains a table comparing the U.S., British and metric systems of weights and measures, and the normal units through which commodities are ordered.

Write: First National Bank of Toledo, Toledo, Ohio 43603.

***Export Documentation and Shipment Preparation.* By Durwood L. Brooks. Traffic Service Corp., Washington. 40pp. $2.95**

This booklet describes each document required in making an export shipment, and reviews export packaging and marking regulations. The author also summarizes the license and exchange-permit requirements of most foreign nations. Numerous forms and checklists are included, which may be adapted to individual company's needs.

Write: Book Dept., The Traffic Service Corp., Washington Bldg., Washington, D.C. 20005.

***Adventures in Export.* By Audrey Marsh King and Walton C. Marsh. Marsh Pub. Co., Belleville, Ill. 144pp. $2.50**

This is a revised and updated version of the 1963 edition, and offers ideas and suggestions on exports based on the experiences of the Export Department of the Marsh Stencil Machine Company.

Write: Marsh Publishing Company, 711 East "B" Street, Belleville, Ill.

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Photographic Equipment and Supplies in the Federal Republic of Germany. OBR 65-69. 6pp. Describes the outlook for the photographic industry, reviews recent production, lists German imports of photographic equipment import duties, export performance, and evaluates current trends in distribution.

Basic Data on the Economy of Southern Rhodesia. OBR 65-70. 10pp. Provides general information on population and employment, Rhodesia's economic structure, manufacturing industries, power resources, private investment climate, financial situation, development programs, foreign trade, and marketing techniques.

***International Reference Handbook of Services, Organizations, Diplomatic Representation, Marketing and Advertising Channels (4th Ed).* By Juvenal L. Angel. Regents Publishing Co., New York. 589pp. $25**

The newly revised handbook of selected information on 120 foreign countries and the United States contains statistical and textual information on geography, population, production, natural resources, trade advertising media and marketing research organizations. Legal restrictions applying to business, investment and travel are included as are a list of American firms operating in each country.

Write: Regents Publishing Co., Inc., 200 Park Ave. South, New York, N.Y. 10003.

***Management: A Subject Listing of Books, Pamphlets and Journals.* By Betsy Ann Olive. Cornell University Press, Ithaca. 222pp. $4.50**

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Calendar *for international traders*

AGAWAM, MASS.—Nov. 9—Springfield Export Sales Managers Assn., dinner meeting, Betty's Old Towne House.

ATLANTA—Nov. 17—2nd Annual Georgia Business Forum "The Outlook for 1966", Dinkler Plaza Hotel. Sponsor: Foundation Life Insurance Co. Speaker: Alexander B. Trowbridge, Asst. Secretary for Domestic and International Business.

ATLANTA—Nov. 18—In-Office Export Conference, Field Office. Sponsors: Field Office, Department of Commerce; REEC.

BOSTON—Nov. 3—In-Office Export Workshop, 9 a.m., Field Office. Sponsors: Field Office, Department of Commerce; REEC.

BROOKLYN, N.Y.—Nov. 16—International Marketing-Management Course, 1st of eight weekly sessions, Long Island University. Sponsors: Long Island University; Field Office, Department of Commerce; REEC.

CAMBRIDGE, MASS.—Nov. 4—International Trade Assn. of New England, Inc., dinner meeting, Charter House Hotel.

CEDAR RAPIDS, IOWA.—Nov. 16—Foreign Trade Bureau of Chamber of Commerce, meeting, 6 p.m., Roosevelt Hotel.

CHICAGO—Nov. 4—International Trade Club, luncheon, 12:15 p.m., Sherman House.

CHICAGO—Nov. 4—In-Office Meeting, Field Office.

CHICAGO—Nov. 9—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Nov. 11 — Northwestern University Dinner. Speaker: John T. Connor, Secretary of Commerce.

CORAL GABLES, FLA.—Nov. 4—South Florida REEC, monthly meeting, 12 noon.

DALLAS—Nov. 2—World Trade Committee, Chamber of Commerce, Baker Hotel.

DES MOINES, IOWA.—Nov. 12—Export Workshop, Chamber of Commerce. Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

HONOLULU—Nov. 4—Honolulu Foreign Trade Zone User's Workshop, 9 a.m.-1 p.m., Princess Kaiulani Hotel. Sponsors: Chamber of Commerce; Sales and Marketing Executives Club of Hawaii; Hawaii State Dept. of Planning and Economic Development; Field Office, Department of Commerce; REEC.

HONOLULU—Nov. 18—REEC Meeting, in conjunction with membership quarterly meeting of Chamber of Commerce, 12 noon, Royal Hawaiian Hotel. Speaker: Senator Daniel K. Inouye.

KANSAS CITY, MO.—Nov. 9—Meeting for New Exporters, 12 noon, Prom Motel. Sponsors: Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—Nov. 9—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—Nov. 10—New Trends for Expanding International Sales, 3rd Annual Export Executive Seminar, University of Missouri. Sponsors: Field Office, Department of Commerce; REEC; International Trade Club; University of Missouri.

KANSAS CITY, MO.—Nov. 17—New Trends for Expanding International Sales, 3rd Annual Export Executive Seminar, University of Missouri. Sponsors: Field Office, Department of Commerce; REEC; International Trade Club; University of Missouri.

LOS ANGELES—Nov. 16—Export Managers Assn. of Southern California. Speaker: Paul E. Pauly, Bureau of International Commerce.

LOS ANGELES—Nov. 18—Export Expansion Seminar, Lockheed Aircraft Installation, Ontario. Sponsors: Field Office, Department of Commerce; San Bernardino County and Riverside County Boards of Trade.

LOUISVILLE, KY.—Nov. 11—16th Kentucky World Trade Conference, International Center, University of Louisville. Speakers: David Bell, Administrator, Agency for International Development; Richard H. Lake, Executive Secretary, Foreign Trade Zones Board.

MASON CITY, IOWA—Nov. 18—Export Workshop, 2 p.m., Holiday Inn. Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

MEMPHIS—Nov. 4—"First Step" Export Workshop, Field Office, Sponsors: Field Office, Department of Commerce; REEC.

MEMPHIS—Nov. 9—Memphis World Trade Club Meeting.

MEMPHIS—Nov. 9—Export Credit Insurance Workshop, Federal Bldg. Sponsors: Cotton Insurance Assn.; American Institute of Marine Underwriters; Field Office, Department of Commerce; REEC.

MEMPHIS—Nov. 10—Terminal Conference, U.S. Trade Mission to Lebanon, Iraq, Kuwait, Hotel Claridge. Sponsors: Mid-South Exporters' Roundtable; Field Office, Department of Commerce.

MILWAUKEE—Nov. 2—Milwaukee World Trade Club, Holiday Inn-Central.

MINNEAPOLIS—Nov. 2—4th Annual Export Trade Workshop, Federal Bldg. Sponsors: Minnesota World Trade Assn.; Department of Commerce; REEC.

MINNEAPOLIS—Nov. 9—4th Annual Export Trade Workshop, Federal Bldg. Sponsors: Minnesota World Trade Assn.; Department of Commerce; REEC.

NASHVILLE, TENN.—Nov. 17—"First Step" Export Workshop, Third National Bank. Sponsors: Third National Bank; Field Office, Department of Commerce.

NEW YORK—Nov. 4—Machinery-Metals Export Club, monthly meeting, Overseas Press Club.

NEW YORK—Nov. 10—In-Office "Profits in Exports" Meeting, Field Office. Sponsors: National Notion Assn.; Field Office, Department of Commerce.

NEW YORK—Nov. 15-17—National Foreign Trade Convention, Waldorf Astoria. Sponsor: National Foreign Trade Council. Speaker: (World Trade Dinner, Nov. 17) John T. Connor, Secretary of Commerce.

PHOENIX—Nov. 11—Inaugural Banquet, Arizona World Trade Assn., Del Webb's Town House. Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

PHOENIX—Nov. 11—International Marketing Seminar, Arizona State University. Sponsors: Field Office, Department of Commerce; REEC; Arizona World Trade Assn.; College of Business Administration, Arizona State University.

PITTSBURGH—Nov. 1—Export Seminar for Pittsburgh Schools, Field Office. Sponsor: Field Office, Department of Commerce.

PITTSBURGH—Nov. 12—Export Workshop, Western Pa. Assn. of Chambers of Commerce, Field Office. Sponsor: Field Office, Department of Commerce.

POINT CLEAR, ALA.—Nov. 5—Alabama REEC, annual meeting, Grand Hotel.

ST. LOUIS—Nov. 8—Export Trade Seminar, St. Louis University. Sponsors: World Trade Club; Field Office, Department of Commerce; REEC.

ST. LOUIS—Nov. 9—In-Office "Show You" Workshop on Export Expansion, Field Office. Sponsors: World Trade Club; Field Office, Department of Commerce; REEC.

WARREN, OHIO—Nov. 9—Workshop on "Expanding World Markets and Opportunities for the Exporter", 10:30 a.m.-12:30 p.m. (luncheon following), Town and Country Motel. Sponsors: Second National Bank of Warren; Field Office, Department of Commerce; REEC.

WASHINGTON—Nov. 9—National Electronics Manufacturers Assn., annual convention, Business Abroad Forum, Shoreham Hotel. Speaker: E. E. Schnellbacher, Bureau of International Commerce.

WORCESTER, MASS.—Nov. 1—Worcester Foreign Trade Council, dinner meeting, Nick's Colonial Grille.

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